

CONNECTICUT
INDUSTRY

AUGUST • 1959

Let's take a really close look at your telephone system

**This free service
can help your business**

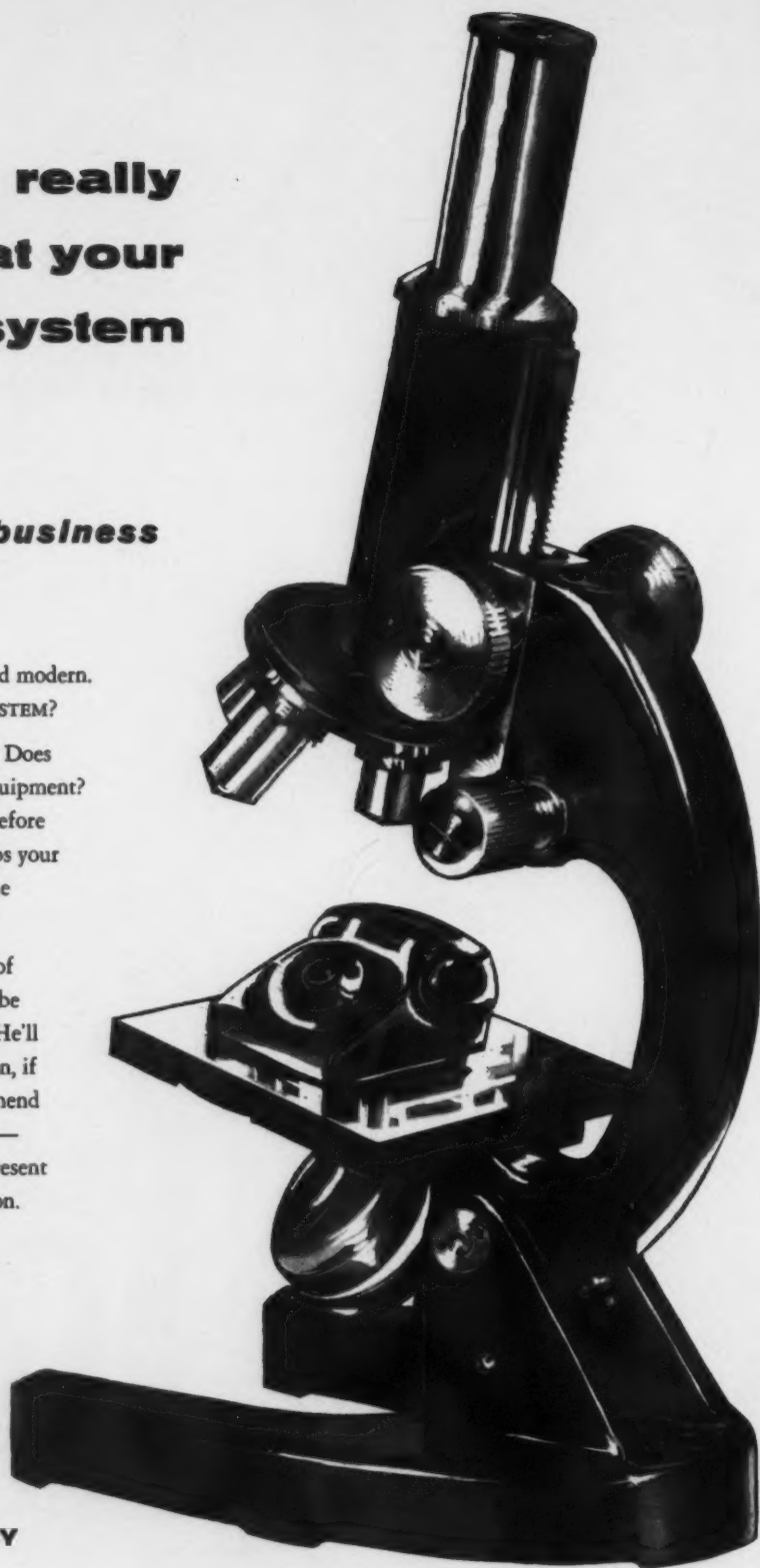
YOUR TELEPHONE is streamlined and modern.
But what about your TELEPHONE SYSTEM?

Has it kept pace with your business? Does
it utilize the fastest, most efficient equipment?
Can customers reach you promptly before
they decide to call elsewhere? Perhaps your
business has "outgrown" its telephone
facilities without your realizing it.

Without any obligation to you, one of
our communications specialists will be
glad to review your present system. He'll
give you an accurate evaluation. Then, if
changes seem advisable, he'll recommend
the exact facilities to serve you best —
telephone service tailored to your present
needs with room for future expansion.

*Just call our business office
for this free assistance.*

**THE SOUTHERN
NEW ENGLAND
TELEPHONE COMPANY**



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CONNECTICUT INDUSTRY

AUGUST, 1959

VOLUME 37 NUMBER 8

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THIS MONTH'S cover photo shows Alfred C. Gilbert, Jr., president of the A. C. Gilbert Company, New Haven, with a current model made from Erector parts. The Radar Scanner is typical of how Erector keeps up with current trends.

L. M. BINGHAM, Editor

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The Case of the Clumsy Worker



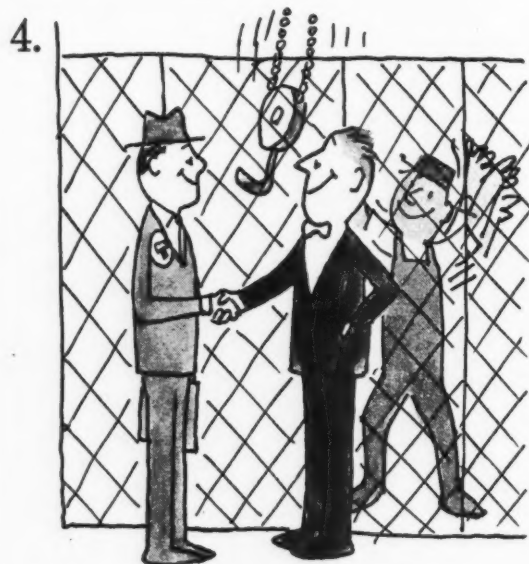
"This man can do the work of ten," Bill Casey realized,
 "But if I keep him *all* my men will soon be victimized.
 He's always mashing someone's toe or bashing in a head.
 I'd better call a Travelers man before I'm in the red."



When Travelers' man arrived he stated sympathetically,
 "You need our Workmen's Comp and Public Liability.
 We'll put our safety experts on the problem right away—
 To make this man productive in a less destructive way."



As promised, Travelers safety engineers dug in and worked
 To study Casey's operation—find where dangers lurked.
 "Our Workmen's Comp and Liability," said Travelers' man,
 "Cuts accidents and lowers rates—a money-saving plan."



So up went Casey's profits and his company's morale—
 The clumsy worker hurt no one, alone in his corral.
 Suppose you have a nemesis—inanimate or human:
 Call in a trusty Travelers man—a man of great acumen.



THE TRAVELERS

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HARTFORD 15, CONNECTICUT

All forms of business and personal insurance including Life • Accident • Group • Fire • Marine • Automobile • Casualty • Bonds

Job Performance Record

99.392%

for
DSC Accutronic*
STRIP...
scored by
**Eastern District
Stampers and
Roll-Formers**

January 1 through June 30, 1959

FACTS BEHIND THE RECORD:

This job-performance report on DSC Accutronic* STRIP reflects the actual

experiences of several hundred customers during the first six months of 1959. Their purchases aggregated thousands of tons.

Stated another way, the record means this—out of every 100,000 pounds received by customers, 99,392 pounds on the average satisfied their requirements in *all* respects. We fell from grace to the extent of about 6/10 of 1 per cent of the total tonnage, for which prompt adjustments were made, of course.

This performance of DSC Accutronic* STRIP was demonstrated during a period of sharply rising demand. We operated at virtually peak capacity in the second quarter.

We can report too—as a result of our no-overbooking, no-overpromising policies coupled with close production scheduling, our June 30 carryover tonnage represented only half a day's normal shipments.

A DSC TRADEMARK . . . descriptive of DSC CR SHEET and STRIP STEEL . . . cold reduced on mills equipped with AccuRay electronic feed-back thickness-control systems. PURPOSE: LEVEL GAUGE and EVEN TEMPER.*

***A registered trademark of Industrial Nucleonics Corporation.*

PROOF of the results reported will be furnished in person and in confidence, of course, to sincerely interested bona fide consumers of flat cold rolled steel . . . upon written request to R. A. Schrage, General Manager, Eastern Strip Division.

Would you be interested in further evidence of DSC STRIPMANSHIP—over 36 years of it? Care to check what DSC SERVICE might do for you? . . . We believe you'll like the way we work with and for our customers . . . Call in a DSC Customer "Rep" . . . soon?



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General Sales Office, Box 4308, Detroit 9, Michigan

DSC PRODUCTS: Coke . . . Coal Chemicals . . . Pig Iron
Basic Open Hearth Steel Ingots, Blooms, Slabs, Billets, Rods
HR and CR Sheet and Strip . . . Flat CR Spring Steel
Mfrs.' and H.C. Specialty Wire . . . Welded Wire Fabric

**The PROOF of DSC STEEL is in
its PERFORMANCE on YOUR job**

Customer Satisfaction—Our No. 1 Job

EASTERN STRIP DIVISION
Box 1789—New Haven 7, Conn.

EASTERN DISTRICT CUSTOMER "REP" OFFICES
Hamden, Conn., 2061 State St., STAtE 7-5781
New York 19, N.Y., 250 W. 57th St., COlumbus 5-4870
Worcester 8, Mass., 507 Main St., Phone 5-8686

FUSTEST with the MOSTEST

Many Southerners would deny that General Forrest spoke thus quaintly in explaining his record of Confederate victories. Be that as it may, the words give vivid expression to the aim and accomplishment of



T.A.D. JONES SERVICE

since 1925—speeding quality fuels at proper prices to the mills, factories and utilities of Southern New England.

QUICK DELIVERY of quality BUNKER "C" OIL,
Pennsylvania & West Virginia BITUMINOUS COAL
by barge, rail or truck
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T. A. D. JONES & CO. INC.

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Will The Right Minority Win?

By ELLSWORTH S. GRANT, *President and Treasurer*

The Connecticut Manifold Forms Company

♦ SUMMER has brought, besides the usual heat, the long-anticipated steel strike—the sixth such work stoppage since the end of World War II. Sitting in his air-conditioned office (if he is lucky), the American businessman—having read the headlines, his favorite trade magazine's account and the "inside" information supplied by his weekly newsletter—may well wonder what (in hell) the nation has come to.

What should first give cause for concern is not just the paralysis of our greatest basic industry so much as the "point of no return" in our economic development for which our labor minorities are mainly responsible. For nearly 15 years they have forced industry, with the silent assent of government and public, to ride on a merry-go-round of wage and price increases that have been the primary cause of a 62% climb in the cost of living. Stated another way, in the decade 1947-57 average hourly earnings went up 58%, but productivity and, therefore, real wages could not maintain such a fast pace. They rose, respectively, 38% and 30%.

No one begrudges the steelworker's average pay of \$3.10 hourly or his 57¢ an hour in fringe benefits; no one wants him or any one else to retreat to a lower standard of living. Yet the question may be fairly posed: How secure is this pinnacle of prosperity which the American working man has reached? The "point of no return" is not the eminence itself but the commonly-accepted belief that a new height can and must be constantly attained, regardless of other economic considerations. This delusion that "more and more" can be had only for the demanding has been foisted on union members by leaders whose power—in their own estimation—depends upon what they can get, no matter who gets hurt.

We cannot go back, yet must we continue on this rapid ascent to self-destruction? The answer lies in the second cause for concern; the disparate power of unregulated unions. We hear so much about unions that sometimes we mistakenly assume they constitute a majority of Americans. In manufacturing only one in three belongs to a labor organization. Moreover, less than 40% of our labor force work in goods-producing industries; employment in service industries (including government) grew twice as fast between 1947-57 until it now totals 61%. This radical change in our economic make-up has undoubtedly helped to modify public attitudes toward unions. As an uncurbed minority, it is evident that they wield power out of pro-

portion to their numbers. However democratic in constitution, they are predominantly autocratic in administration, enjoying full authority without corresponding responsibility. The Kennedy-Erwin bill passed by the Senate and now up for action in the House hardly begins to correct this situation—but that's another editorial.

In the current steel strike it is heartening to see management take a strong stand. In effect, they represent all of our large industries in their determination to stop "pattern increases" without any relation to productivity. It would be glib to say they should have seen the light several years ago. Now the timing is right, and the public seems at last aware of the connection between higher wages and higher prices, according to Dr. Gallup, blaming both labor and management equally for our record high cost of living. Employers are by no means guiltless. Many companies have given in too readily to union demands for too long. They have taken the short-term view that labor peace was preferable to a sound economy. Many companies have been—and still are—afraid to speak up: to present the other side again and again to their employees and the public.

Even in some unions there are encouraging signs that the members are thinking for themselves—putting their jobs ahead of their leaders' exhortations to strike. Such independent action has come about through some plain talking on the part of employers—for example, General Electric.

Unions are not the only minority. Every American belongs to some minority group—whether as businessman, government employee, pensioner, student, etc. Only as consumers, voters, taxpayers, and—in time of war—as patriotic citizens do we constitute a majority. Seldom do we act as one. In fact, history clearly shows that progress (and its obstruction) are the result of a dedicated few. The peculiar status of unions in our society has been the will of the majority until now. It does not always have to be so, and will not, if other minorities, both individuals and groups, have the wisdom and courage to act. Remember Edmund Burke's comment that "all that is necessary for the forces of evil to win is for enough good men to do nothing."

Some observers like Walter Lippmann would have the government step in via "fact finding" to protect the national interest. He does not believe that freedom functions by contests of power. Yet is not the essence of democracy the constant struggle for power of many and varied minority interests, each of which seeks some kind of protection or gain? And when this power grows excessive and dangerous, is it not some outspoken and principled minority that leads the majority to right the wrong? Thus was the Negro freed. Thus was business itself curbed. It is in the national interest that unionism must be next.

Mr. Grant, author of this month's guest editorial, is a graduate of Harvard University, class of 1939. He joined the Allen Manufacturing Company in 1940 where he rose to become vice president, first responsible for industrial and public relations and later in charge of Manufacturing. In 1958 he resigned his post at Allen and later in the year became president, treasurer and majority stockholder of Connecticut Manifold Forms Company of West Hartford. Mr. Grant is a director of Kaman Aircraft Corporation, West Hartford Publishing Co., and Chairman of MAC's Health and Safety Committee.

INSPIRATION FOR YOUTH

■ THIS year, 1959, marks the Golden Anniversary of the A. C. Gilbert Company. Just fifty years ago (on June 18, 1909), A. C. Gilbert, newly crowned Olympic pole vaulting champ; newly married; and newly graduated from Yale University's School of Medicine, established a small magic manufacturing business in Westville, a suburb of New Haven, Conn. Half a century later, the name "Gilbert" had not only become a household word, but the business had become one of the largest toy companies in the world, and the leader in producing career building science and construction sets and electric trains.

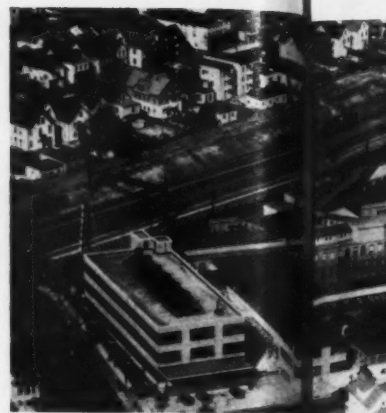
Magic—the Starter

Why a doctor of medicine with interests centered in the physical training of young men and women should decide to become a magic manufacturer may seem strange but not hard to fathom.

Gilbert had been a prestidigitator extraordinary ever since childhood, first mystifying his classmates and friends, later entrancing audiences at club dates, parties and on the professional stage, while earning part of his expenses as a student.

The year before his graduation he had teamed up with a mechanic, John Petrie, to produce magic sets which he sold to his fascinated classmates at \$5.00 a set. In the fall of 1908 he received a sizeable Christmas order from a New Haven bookstore and, to help move his wares, demonstrated various tricks in its windows. His sets disappeared like rabbits from a hat and he realized over \$600.00. With visions of a fortune dancing before his eyes, he abandoned all ideas of becoming an instructor and, upon graduation,

A. C. Gilbert, Sr., chairman of the board, with one of his most challenging and favorite items, the American Flyer Train.



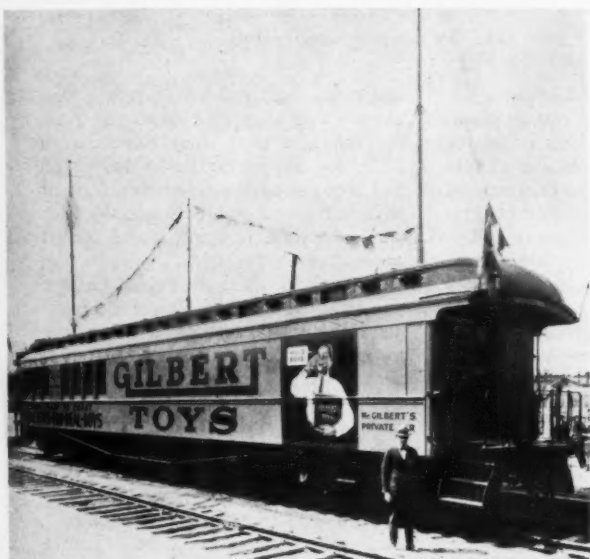
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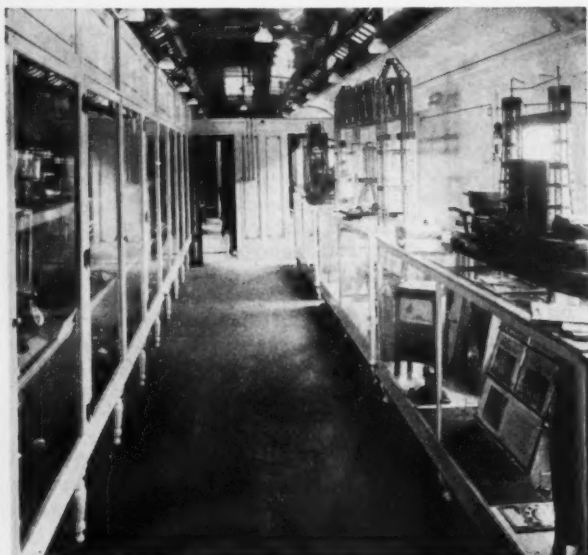
Interior
of boys



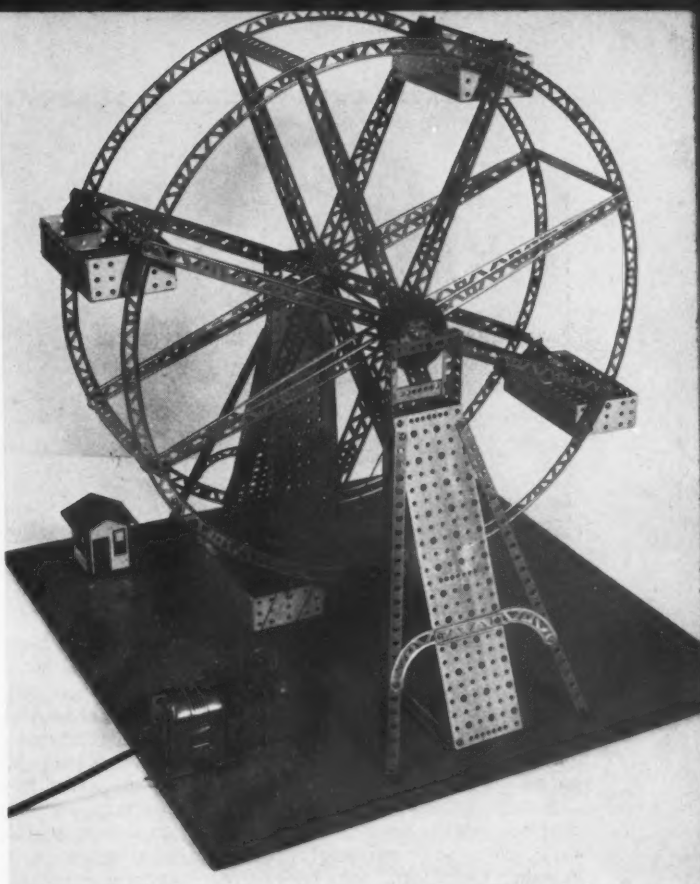
An aerial view of the A. C. Gilbert Company plant. The area surrounding the factory has been named Erector Square.



An innovator from the beginning, the Gilbert Company purchased a circus car in which to demonstrate Erector and other Gilbert toys.



Interior of the Gilbert car, whose contents entertained thousands of boys throughout the country.



Erector, a traditional gift for boys for the past half-century is a hundred toys rolled into one that teaches sound engineering principles of construction and stimulates creativeness and ingenuity. This moving ferris wheel is one model that can be built.



A small section of the American Flyer Electric Train assembly line.



The lure of the Old West sparked the creation of the "Frontiersman," new Gilbert anniversary train.



Gilbert Erect-tronic Transistor set contains all the necessary parts to build a complete working radio.

opened a factory and showroom in an old wagon shed near the Pond Lily Laundry in Westville, which he called the Mysto Manufacturing Company.

With Petrie, Gilbert concentrated in the beginning on the trick boxes to sell for 25¢, 50¢, and \$1.00. Each box contained several tricks which he invented and designed himself, such as cards, rings and vanishing apparatus, together with instructions on how to use them. In addition, he was soon manufacturing and selling magic tricks to professional magicians through a mail order catalog which he circulated among them. Mrs. Gilbert helped out in the factory, doing the books and wrapping mail order packages.

The early years of the company were slowly and steadily successful, as A.C. kept on re-investing and expanding, but they were not "balls of fire." Gilbert early learned that unless his magic sets were demonstrated in stores sales were slow in materializing. He could not be everywhere and good demonstrators were hard to find. He opened shops in such large cities as New York, Chicago and elsewhere, and was constantly on the go overseeing his business.

Erector Set Boom

The great change in the company's fortunes took place in 1912, when A.C. got the idea for Erector sets. While riding on the New Haven Railroad, he observed workmen then electrifying the road, erecting towers for the support of power lines. Not only was he interested in the progress of the work, but he noted so were all his fellow travellers. He reasoned that children would enjoy a construction toy of steel girders and decided to try his hand on devising one. He cut the first Erector strips out of cardboard and went on to construct them in steel. Erector was officially introduced at the

Toy Fair in New York City in 1913.

The new set was an instantaneous success because it was the kind of toy that could be used to build and rebuild many rather than one type of structure. It had wheels, axles, gears and pinions in addition to its girder parts of different sizes, its angles and plates. Most important, it had an electric motor with which a child could actually operate the models constructed. And over the years, without too many structural changes, but with many improvements and additions, it became possible to make over 250 working models from Erector parts. Yet, out of gratitude for the idea which sparked the toy, to this day, every Erector set includes parts with which to build a model of the first tower A.C. saw on the New Haven Railroad.

Within three years, the Mysto Erector Company and then the A.C. Gilbert Company, as it was finally renamed, jumped from a small manufacturing plant to a big business. But John Petrie was no longer with the company. He was determined to continue in the magic business rather than go on with Gilbert. A.C.'s father, Frank N. Gilbert, bought out Petrie's share of the business and between them they owned all the stock in the company.

By this time the company had moved to what was known as the Kirchoff plant on Foote Street, to which additions were built from time to time as the business expanded.

Gilbert launched an advertising campaign which was unique for those days. Almost every ad in the popular boys and consumer magazines of the day carried a headline which remained Erector's slogan for many years—"Hello, Boys! Make Lots of Toys." But most important of all, these ads represented a revolutionary change in advertising psychology. They were personal

ads, from a man to a boy, rather than from a company to a customer. And, for the first time, they advertised a \$5.00 toy. People in the industry, who had thought that a dollar was a lot of money for any toy, believed the idea was crazy. But it worked, and started a new trend.

By the end of his third year, Gilbert was retailing \$750,000.00 of his Erector sets, was publishing a newspaper for boys and booklets designed to help dealers sell Erector sets and parents to work with their children but, above all, advocating a type of education then undergoing hard sledding in the school systems—fun in education. Today it is conceivable that a boy could go through life amusing—and educating—himself with nothing but Gilbert playtools.

By this time the Foote Street plant proved inadequate and land was purchased on Fox Street and a tremendous plant erected to which additions have been made from time to time until it now covers several blocks. The whole area has been named Erector Square.

Diversification

Feeling, however, that the toy business was seasonal, Gilbert drafted a merchandising plan for the sale of an electric fan, to be moderately priced. He was searching for products with year-round, bigger-volume promise to keep his more than three hundred co-workers busy the year round. From these plans grew the "Polar Cub" line of electrically-driven home devices which included hair dryers, vibrators, mixing machines, a vacuum cleaner, fruit juice extractor, as well as fans. The line was immediately successful and continued to be so for many years. However, as Gilbert began to concentrate more and more in the toy field, its interest in the "Polar Cub" line decreased until, finally, in 1957 the



Junior Curies are using the ultimate in home microscope laboratories, the Gilbert Microscope and Lab set.



Career-minded junior chemists find fun in this Gilbert Chemistry Experiment Laboratory.

decision was made to discontinue this branch of company activity.

Educational Toys

As a man educated in science, Gilbert started working in 1915 on a line of educational toys, many of which were not in production for another four years. The first was a fascinating electrical experiment set and the second the company's first chemistry set. In rapid order followed a whole series of career building science toys.

As the holder of more than 150 patents himself, Gilbert believed that every child was a potential inventor, builder, engineer or scientist. Their natural curiosity to learn the answers to how and why phenomena occur, he felt, could be channeled into the useful, dedicated occupations of adults—provided that in the process a child derived hours of fun.

That his reasoning was, and still is, correct, is indicated by the thousands of youngsters who have been directed to vocations as engineers, chemists, laboratory workers and technicians, and other professions, by the Gilbert radio kits, chemistry sets, microscopes, atomic energy sets and other educational playtools which he created and designed.

Determined to create play with a purpose, A.C. and his company for years has sponsored science and engineering prize contests, giving away autos, ponies, college educations and cash awards. He created the Gilbert Engineering Institute and set up Halls of Science in many parts of the country.

All this, he feels, has paid off for America. Erector sets have helped win a war; have had a part in the fight for the development of new techniques in medicine; in the development of industrial products and in the promotion of business ventures, all because

some boy, now a scientist, businessman or engineer, remembered his boyhood playtools and went back to them for aid in perfecting prototypes for such things as the Bailey Bridge of World War II fame, heart-lung machines, machines for making artificial heart parts, the Gantry Crane, and the pigeon-hole garage, to name but a few.

Acquisition

In 1938, the A.C. Gilbert Company acquired American Flyer Electric trains, but because of conversion to the war effort, during which the company won four "E's", nothing much was done until post-war days. Then Gilbert entirely redesigned them to be perfect scale models, each 3/16 of an inch representing a foot of train. To lend greater authenticity, the company developed two track "T" rails, just like the real thing, rather than what was used, a third, middle rail for electric power.

Each of the American Flyer trains is a perfect replica of crack freight and passenger trains in service today. Once a locomotive or car is selected for the line, its blueprints are borrowed from the railroads, and engineers set out to reduce it to scale. Pilot models may cost as much as \$50,000.00 to develop.

Until his retirement last year, the company had a specialist in electric trains, William R. Smith—"Smitty" or "Screwball Smith" as he was known to Gilbert intimates. Most American Flyers innovations sprang from Smitty's fertile mind. The Talking Station, which makes railroad noises and bawls out the train route, is his. Also the gadgets which permit Flyer locomotives to belch smoke and snort with a realistic "choo-choo" sound. Since then all sorts of accessories have been added to the line—a cow on the truck, a piggy-back unloader and car, remote

control saw mills and log loaders, coal and oil drum loaders and a host of beacon lights, signal crossings, trestles, water towers and stations. Latest in the American Flyer line is a "Frontierman" train, produced as a Golden Anniversary item and embracing all the color, glamour and history of the Old West and pioneer railroading.

Growth and Distribution

The company, which in the 30's had annual sales of \$2,700,000 and a net worth of approximately \$1,400,000.00, today has increased both by over 500 per cent, and its products are sold the world over. Permanent show rooms are maintained in the 200 Fifth Avenue Building in New York City, and salesmen assigned to every section of the country regularly call on every worthwhile toy, hobby and variety store handling trains and toys. In addition, the company is engaged in an extensive advertising, promotional and public relations program on a year round basis.

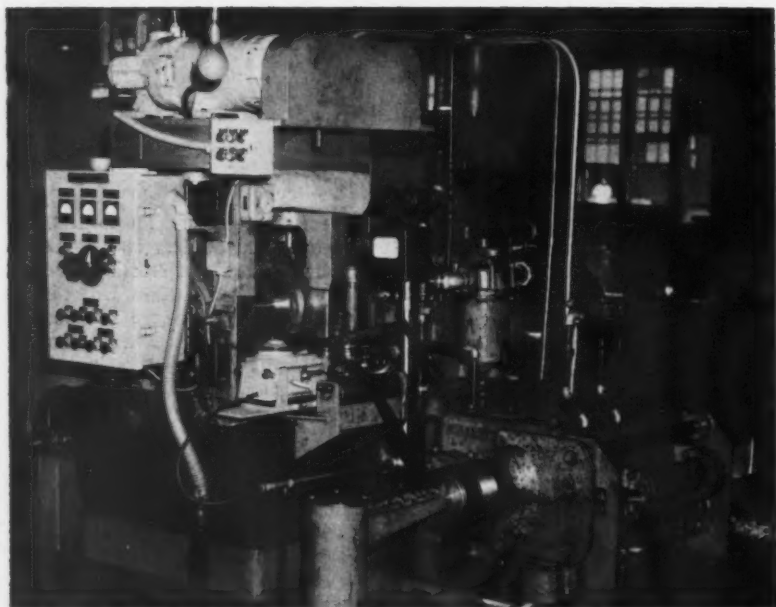
In 1954, A.C. Sr., stepped up to chairman of the board of the company and turned over the active direction to his son, Al C. Jr., who became president. A.C. Jr., had graduated from Yale with honors from Engineering School and then had gone on to work for General Electric. Then, during the war, he became a design engineer for Naval Ordnance Equipment. With this valuable experience under his belt, he joined Gilbert in 1946, working up to become financial vice-president, then president.

New Products Development—A Teamwork Operation

A.C. Jr. is also a firm believer in team play. Under his aegis a New Products Committee has been formed, consisting of a top management group

(Continued on page 32)

New Era at Seymour



Equipped with special internal rolls for stainless steel production, Seymour's Sendzimir reversing mill produces 3000-pound coils in gauges down to .005" and widths up to 17 $\frac{3}{4}$ ".



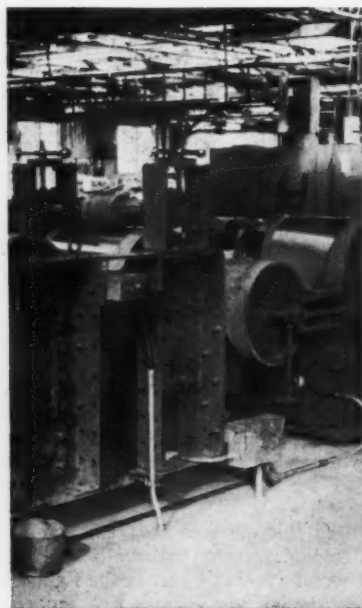
As Seymour's stainless steel strip rewinds at the exit end of the annealing unit it is automatically interleaved with paper to protect the bright, new finish.

■ **NEARLY** wiped out by the disastrous floods of August, 1955, The Seymour Manufacturing Company, Seymour, Connecticut bounced back with characteristic Yankee resiliency, dug its way out of the muck and debris which covered over 90% of its manufacturing facilities, and, in 1958, launched the most ambitious modernization and development program of its long history.

Spark-plugged by Seymour veteran George T. Hubbell, president since late 1957, the program has rapidly gained momentum during the past year with the installation of new major equipment, the development of product improvements, and the introduction of new products.

Last March Mr. Hubbell announced another new Seymour product: **STAINLESS STEEL STRIP**—the most significant addition to the Seymour line in over half a century.

"After 80 years of non-ferrous metal manufacture, we now have a diversified line which will open up new markets to us and greatly increase our



Bridge and tension unit through which stainless steel strip passes on its way to the electric annealing furnace.

sales potential," the company president said. "Many of our present customers use stainless steel and are logical customers for our new product. In addition, there are many other manufacturers using both stainless steel and non-ferrous metals, who recognize the advantages of consolidating their orders and purchasing both types of materials from the same source.

"One of the major factors in Seymour's favor," Mr. Hubbell stressed, "is that our stainless steel strip is readily available in the finer gauges, a field in which we will have limited competition, particularly in the Northeast".

Seymour Strip is available in types 301, 302, 304, 305, 316, 321, and 430. Maximum widths are 17-3/4" in gauges down to .005 and 7" in gauges .005 to .001. The material may be slit to as little as 1/4" wide in gauges up to .020, and to a minimum of 1" wide in heavier stock.

Manufacturers of non-ferrous strip, rod, and wire since 1878, Seymour has been laying the groundwork for stainless steel production for many months. New specialized equipment has been installed. Thousands of hours have been taken to assure a stainless steel that will meet the most rigid quality requirements.

Most important of the special equipment—and most impressive—is the 150 ft. electric furnace, equipped with the latest "tracking" and degreasing facilities. This giant, with its "cracked" ammonia atmosphere, produces the brightest possible anneal—a perfect base for a permanently beautiful finish.

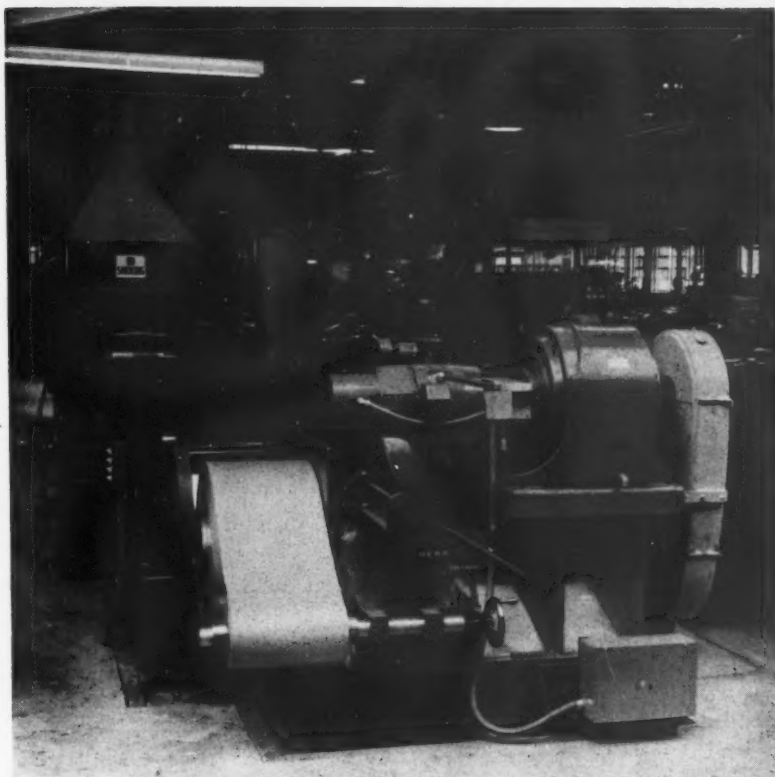
Seymour's Sendzimir reversing mill has been equipped with a complete new set of internal rolls with special finishes for rolling stainless steel. The mill has also been modified to produce 3000-pound coils.

The Mesta Four-high rolling mill, installed earlier this year, also plays a prominent role in the new stainless steel production, contributing greatly to the quality and uniformity of the product. It maintains a high degree of gauge control on all sizes of Seymour stainless strip and, in addition, permits greater utilization of the Sendzimir reversing mill.

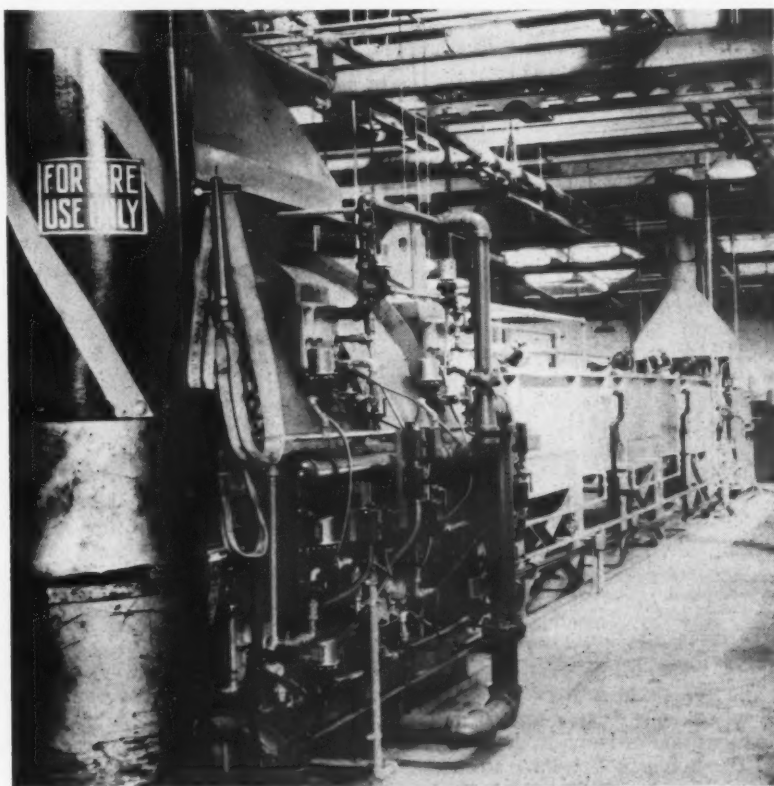
The company's package mill for 7" stock has been equipped with a Pratt and Whitney "flying micrometer," another assurance of maximum gauge control.

All these facilities, plus many more—both laboratory and production—have been installed to give Seymour customers the finest stainless steel strip possible.

On the brink of disaster just a few short years ago, The Seymour Manufacturing Company is now on the threshold of a new era in its field.



Seymour's "package mill" produces stainless steel gauges down to .001" in widths up to 7".



Seymour's new 150-foot electric furnace is equipped with the latest tracking and degreasing facilities and provides a cracked ammonia atmosphere which produces a bright anneal.



How Your Congressman Becomes A Spendthrift

By REPRESENTATIVE CHARLES E. BENNETT
Jacksonville, Florida

■ MEMBERS OF CONGRESS are in a constant struggle to keep from becoming spendthrifts.

The congressman who strives for federal economy today is frustrated by a combination of loose fiscal practices and the ironic pro-spending attitudes of much of the public.

I've watched this phenomenon over the 10 years I have served in the U. S. House of Representatives. It has now

reached alarmingly expensive proportions.

Though the cards seem stacked against saving and for government spending, this could be corrected. Congress and our citizens could adopt a three-part program which, I believe, would give new vitality to the quest for thrift and save billions of the taxpayers' dollars. The program would strike at both the attitudes and the

machinery that favor excessive federal spending.

Unless we plan some action now, ever mounting costs of government could create further inflationary deficits, dilute our purchasing power, stunt our economic growth, and threaten our national strength and security.

Our troubles seem to be rooted, first of all, in public feelings about spending. Most people are for economy generally, but not specifically.

I remember well the tone of the mail that poured into my office a few summers ago when desire for government economy was being fervently expressed. The letter-writers urged me in no uncertain terms to "cut the fat out of that outrageously high budget," and "keep that federal spending to a bare minimum." At about the same time, the House was considering a multimillion-dollar measure I felt was unnecessary in spite of its popular appeal. Following my convictions, I voted against the bill.

In the weeks that followed you would have thought I was the most penny-pinching man alive. Scores of letters criticized my vote and not a single one recognized my action as a vote for economy.

This is not unusual in Congress. I have talked with many fellow lawmakers who tell of constituents who ask in the same breath for tax cuts and larger appropriations for their special projects.

Since each member of Congress must not only vote his own convictions but also be mindful of his constituents, he must weigh carefully any proposal that could benefit them. Even if a measure only appears to benefit his constituents, he can be replaced with someone who does take their views.

This leads to a system of survival of the spendingest. So the primary source of economy must be the public.

However, in the eyes of a large segment of the public, progress has become synonymous with more and larger federal programs and benefits. Each new program is excitingly and attractively presented. In the dazzle, the ultimate cost to people in taxes is obscured.

It is now taken for granted that the federal government should be involved in such personal or local matters as health, education and welfare. These words are powerful symbols. The programs under these general labels could become more costly than our national defense. In the broadest sense, "welfare" could even mean two Cadillacs in every garage—at taxpayer expense.

Another problem is that once a program is begun, it is nourished until it is thriving. To end a going federal program is almost unthinkable, even

though it may have become obsolete or undesirable.

I can recall only two federal programs that have been abolished since I was first elected to Congress: Uncle Sam no longer stables stallions for breeding cavalry horses, and is now out of the rum-distilling business in the Virgin Islands.

Lobbies now exist for every conceivable spending cause. The appeal to Congress for dollar support is seldom based on self-interest, though. The selling pitch is usually couched in terms of the benefits of a program to national security, human welfare or economic growth.

Sometimes a member of Congress commits himself to a noble idea or project without realizing its potential cost in tax money. Once committed, it's difficult to wiggle off the hook. When I first came to Congress, I enthusiastically introduced a measure to permit tax deductions for certain types of employee compensation incentive plans. I was stunned to learn from the Treasury Department that the bill would cost an estimated \$1 billion in tax revenue the first year and ultimately could cut U. S. revenues an estimated \$8 billion a year. I dropped the idea as quickly as I could.

Unfortunately, the public memory is dim on heroes of economy battles, but people never forget a vote against their favorite cause. As one of my colleagues lamented at lunch the other day:

"Nobody ever gets a statue built for economizing. You don't even make a footnote in the history books."

The other major obstruction to economy in government today is the loose and clumsy system we use to pay for what we buy.

We are now spending about \$80 billion without the best means of resolving competing needs, judging overall cost or knowing how much money we will have with which to pay our bills.

One problem is that we act on federal spending in piecemeal fashion.

When an appropriations bill or other legislation comes up for action, my colleagues and I don't know whether voting for the measure will eventually unbalance the budget or not. We don't know how much will be spent for other programs still to be voted on or how the economic impact of other spending will affect revenues.

Another problem is that money matters are influenced by more than a dozen committees in each chamber of Congress, so central control is lacking. The major committees assigned to fiscal subjects are the House Ways and Means, House Appropriations, Senate Finance, Senate Appropriations, Joint Economic Committee and Joint Committee on Internal Revenue Taxation.

But other committees get in the act in a variety of ways.

Federal spending normally must be approved by the Senate and House Appropriations Committees. Legislative committees authorize programs, then the Appropriations Committees each year grant the federal agencies the money to run them.

However, a sort of budgetary sleight of hand has come into practice by which the Treasury can be dipped into without the usual controls.

One of the most popular of these fiscal tricks is called "authority to spend from public debt receipts." With this device, Congress lets a federal agency borrow directly from the U. S. Treasury rather than making it rely on congressional appropriations. It has become a popular method to finance the many federal lending programs and dodge annual Appropriations Committee review. Already Congress has authorized agencies to spend about \$150 billion by this method. Housing programs, farm price supports and Export-Import Bank lending, for instance, are financed this way.

Other doors to the Treasury go by the names of "contract authority," under which obligations can be incurred before appropriations are made; "revolving funds," which finance certain intragovernmental buying activities and "no-year" appropriations, under which many long-term defense projects are financed.

Add to this the fact that Uncle Sam already has billions of dollars promised each year to a number of basic programs or obligations, such as public assistance payments to the states, veterans' pensions and interest on the national debt. Control and choice over where and how public money will be spent, therefore, has been drastically limited.

In this era of towering defense costs as well as other burdensome federal commitments, I don't think we can suddenly do away with big budgets. But I believe we can save billions of tax dollars as well as help create a fresh public attitude toward federal spending. We can do it by adopting a three-part program aimed at rewarding economizers, tying taxes to spending and tightening or creating new controls over the purse strings.

1. Members of Congress and other federal officials who fight for economy could be recognized through some system of thrift-ratings and awards. This could best be done by a private national nonpartisan organization, which could devote singular emphasis to the fiscal aspects of any federal proposal.

This organization should be a responsible and respected group. It

Congressman Bennett, the author of this article, has run unopposed for reelection in four consecutive elections, has missed no record votes since 1951 and has co-sponsored measures to carry out Hoover Commission recommendations for economy and closer Congressional control over spending. Twice he has been a recipient of Freedom's Foundation awards for "outstanding achievement in bringing about a better understanding of the American way of life," and is the holder of a Silver Star and a Bronze Star during the course of more than five years of military service, which included leadership of 100 guerrillas in jungle fighting in Northern Luzon during World War II. He is a member of the House Armed Services Committee and a recognized advocate of thrifty practices in government.

should have the resources and facilities to estimate the cost and appraise the effect of new spending ideas or programs as soon as they are proposed. It should make known its findings quickly and lucidly to government and the public.

Particularly, it should help congressmen with cost data even as bills are drafted.

An organization such as this has operated on the state and local level in Florida for 20 years. It is the Florida Tax Information Association, Inc. Probably other states have similar non-profit, nonpartisan groups to promote efficient spending of public dollars.

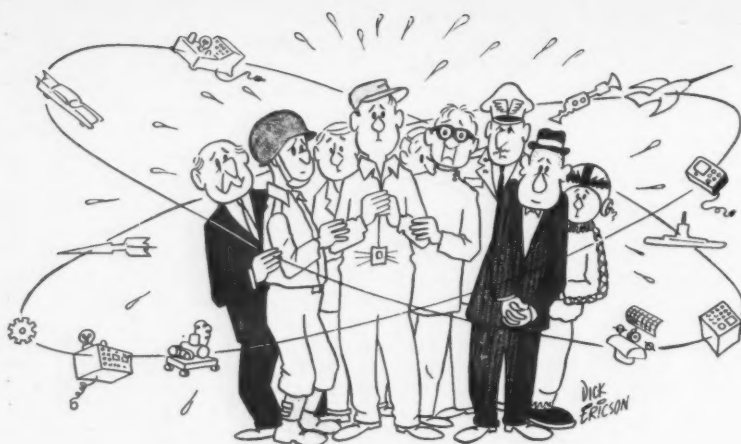
On the national level, through awards to effective and economy-minded public servants, and objective fiscal analysis, a similar organization could command widespread attention and stimulate a new respect for sound government paid for with sound dollars.

2. Pay-as-you-go and user charge principles, I believe, could be more widely adopted, both to pay for government services and to impress immediately on the public the cost of a program or activity.

The federal highway construction program is materially paid for through the tax on gasoline. Social security is financed by a tax on prospective beneficiaries. I believe many of the supporters of the expensive federal aid for school construction proposals would think twice if a broad-based tax to pay for the program were tied directly to the legislation.

A number of existing charges and fees could be raised so that the citizen who is served pays for the service and

(Continued on page 28)



NEVER HAVE SO MANY NEEDED TO KNOW
SO MUCH ABOUT SO MANY GADGETS!

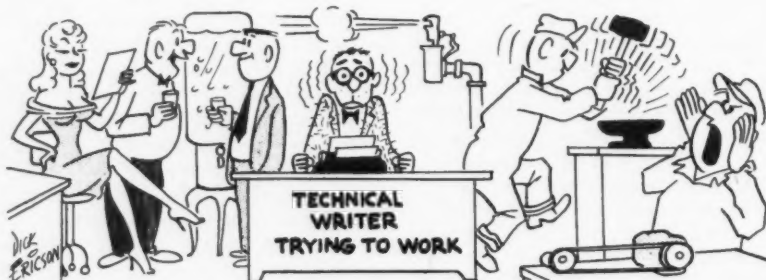
What You Should Know About Technical Publications Management

by ROSWELL WARD
Rockledge, Bantam, Conn.

Editors Note: This article¹ is a summary of the author's preliminary survey of "Problems In Technical Publication Management," which appeared in ten articles in "Armed Forces Management" magazine in 1958 and are published this year in revised and expanded form by the author.² The cartoons, reprinted by permission, are by Dick Ericson, noted American cartoonist of Roxbury, Conn. and are a graphic and sometimes satirical illustration of some of the points discussed. They are also an excellent example of the use of a cartoon technique to increase the readability of a report intended primarily for top management. A note on the author appears elsewhere on this page.

(1) Copyright 1959 by Roswell Ward.
(2) Illustrated pamphlet, published by the author, Bantam, Conn. (\$3.50).

■ THE principal thing about technical publications that many executives of major manufacturing organizations, large, small, or medium, need to know is that they, and their organization are in the technical publication business whether they want to be or



One rule for good technical publication management: Give the writers a nice quiet place to work.

About The Author

From his office in Bantam, near Litchfield, Conn., Roswell Ward has been specializing in writing and advisory work on publications management in technical, educational, and governmental activities. In Industry his major interest has been the problems of organizing and integrating departments for the publication of instruction books and other technical information for use by civilian and military personnel.

In the 1930's and during World War II, Ward served as senior technical writer and technical information executive for the Sperry Gyroscope Company, in charge of technical news, services, and the preparation of war archives on the company's research and production history.

Transferred to Jack & Heintz of Cleveland near the war's end he advised on publication organization, prepared special reports, and got the material to write "The Personnel Program of Jack & Heintz" (Harper's 1946) which became required reading on employee motivation at Harvard Graduate School of Business Administration and at other schools and universities. He is also the author of "Out-Of-School Vocational Guidance" (Harper's 1949) and various biographical and historical studies.

As a reserve officer, first in the Cavalry and then in Military Intelligence, Ward edited military publications, made a news analysis and tactical study of the Battle of France, a subject which still interests him as a book collector and student of military history.

not. If the manufacturer is a defense contractor, from 3% to 5% and sometimes a much larger percentage of the contract price for military hardware is allotted to the preparation of instruction books, maintenance and repair manuals, and illustrated parts lists for use by the armed forces. (The names they may be called "technical orders" or of these manuals vary a great deal—"illustrated parts breakdowns" or a

variety of other names. There are upwards of 200 publication specifications now issued by the various branches of the armed forces.)

Basic Training Manuals

As a preliminary to training military personnel in the use and maintenance of military hardware, some of which is very complex, various bureaus of the armed forces have contracted with manufacturers to produce basic manuals on such subjects as "Basic Electronics," "Basic Hydraulics," "Basic Photography," etc. for use in basic training courses. There are some publication departments in industry which devote as high as 50% of their output to handling direct prime publication contracts of this type.

More of this type of work on training manuals can sometimes be obtained by qualified publication departments. Such prime contracts may offer a fruitful source of additional income for manufacturers or may permit carrying publication department overhead—and retaining virtually irreplaceable key publication personnel—if there are "down time" periods in dealing with manuals on military hardware manufactured by the organization.

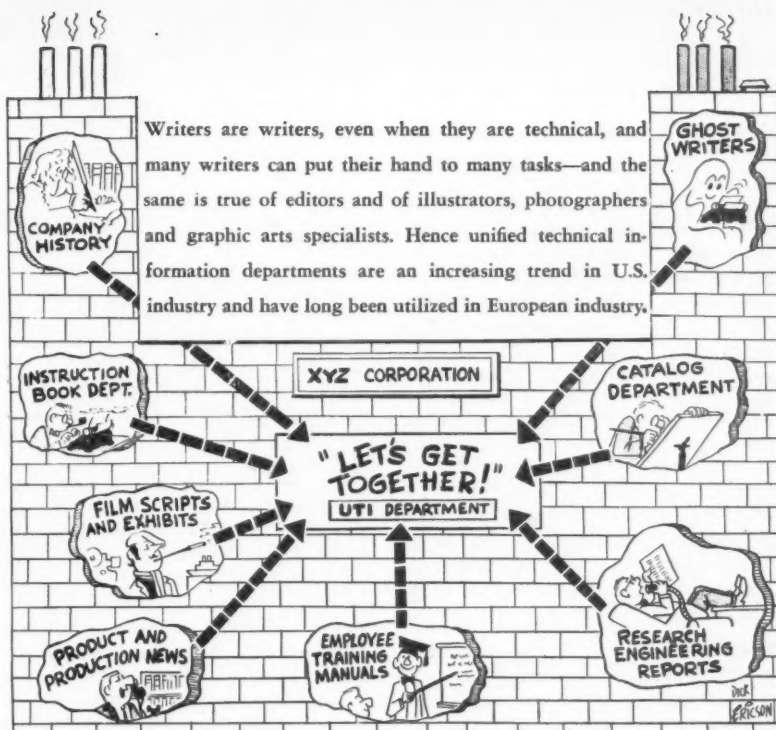
Better Instruction Books on Industrial and Consumer Goods

Purchasers of equipment for industry and purchasers of consumer goods are anxious to obtain better instruction books and repair manuals. In fact, if such "better books" are not soon forthcoming there will be a demand for them which may be backed up by trade association and possibly by legal pressure from legislative and consumer groups. Many improvements

"Relativity" can be a problem area in technical publications work!



"GOOD NEWS! MY WIFE'S COUSIN HAS CONSENTED TO HANDLE OUR TECHNICAL WRITING!"



Writers are writers, even when they are technical, and many writers can put their hand to many tasks—and the same is true of editors and of illustrators, photographers and graphic arts specialists. Hence unified technical information departments are an increasing trend in U.S. industry and have long been utilized in European industry.

in civilian industrial, construction, transport, and office equipment have "gotten ahead of the instruction books" and the books will have to catch up.

In the consumer goods field, especially in automotive and appliance merchandising, there may well have to be a revolution in instruction books. This is sparked by the "do-it-yourself" trend in automotive and home appliance repair. Car owners—seeing the example of the very fine European operating and repair manuals made available to them without restriction—are avid for better manuals. They are also on the verge of making a public and possibly a legal issue of a car buyer's or an appliance buyer's "right to know" all about the operation and repair, and the types of spare parts needed for whatever equipment they are operating.

No longer can "service" be a function only of "authorized" dealers or repair depots. As one owner of an American car has said, "I have had ten times the practical experience and a hundred times the technical training of any man in our car dealer's service department. I see no reason why I cannot get from U.S. car and accessory makers a good operating manual, a good repair manual, a complete parts list, and spare parts when I need them at reasonable prices. Do I have to purchase a European car to know what I've got, how it works, and how to repair it?" These are strong words, but they can be taken as a "tip-off" of the kind of instruction book standards that

many manufacturers are going to have to meet in the future.

Good Instruction Books and Technical Information—A Sales and Public Relations Asset

Many manufacturers have found that a general upgrading of all types of technical literature and information on products and production—and on research and development personnel, resources and achievements, can be a tremendous asset in developing better sales relationships and better public relations with the public at large, with labor, educational, and institutional groups of all kinds—and such high standard technical data is an absolute essential to developing foreign trade markets.

One of the aspects of the study of publication management summarized in this article which has attracted the most attention has been the concept of "Unified Technical Information Departments." These departments promote coordination, eliminate waste motion, and produce better results at less cost, by channeling all technical news, information, and sales and instructional data through one unified department. The cartoon, "Let's Get Together," displaying the pulling together of technical information functions under "UTI," clearly shows a trend which in some cases has been as spontaneous and common sense as the "let's get together" caption.

U.T.I. Department

In regard to "UTI" departments there are several common denominators which promote their development:

1. Everyone engaged in technical information work of any kind, including the editing and graphic arts production of reports which accompany proposals on new manufacturing projects—must have a good basic knowledge of company products, resources, development, production, and application.

2. All technical information service has a functional similarity in that the same data-collecting, writing, editing, illustrating, and graphic arts production skills are needed for every conceivable type of publication, report, or press release.

3. The third and most important common denominator is the need for developing creative imagination in the interpretation of technical information. There must be a constant evolution of better ways to describe the principles, operation and maintenance of the company's products.

In this day and age of increased interest in and dependence on technology, *there is a pressing demand, some of which can only be supplied by industry*, for good technical information keyed to a variety of audiences. Technical publications produced under the traditional engineering report-writing routine—for any type of audience—are as lifeless as a timetable or an old legal document. There is an urgent need for technical information that is more readable, more understandable, and that utilizes every artifice of the combined resources of writers, artists, illustrators, editors, and typographers, printers and specialized educators to get across the information presented.

It should be emphasized that a unified technical information department provides technical data and publication service in photography and illustration to advertising agencies, public relations counsel, sales engineers and community relations organizations without in any way infringing on their respective fields of operation.

Danger Spots In Technical Publication Management

Management executives as a group and management engineers, industrial engineers and other professional and technical administrative specialists have long recognized certain fields in which established principles of management engineering require modification to meet the unique technical demands of certain essential activities. This includes a highly realistic management approach to top-management planning and policy making; production; sales; and engineering. More recently there

has had to be the evolution of a special management viewpoint in organizing and operating research and development, largely to foster a release of the same type of creative imagination mentioned previously as a third "common denominator" in technical information work.

There has been a development of several recognized management staff functions, including labor-management; legal counsel; financial administration; and public relations. However it is not too much to say that the technical publication manager is often the "forgotten man" in overall management policy-making and decision-making related to his own technical information field!

Too often there is a complete lack of recognition that technical publications management is more than a routine supervision of writing, editorial, or engineering-reporting function. It is a unique and intensive broad planning, organizing, coordinating and supervisory function in a complex, expanding, and increasingly important external communications field.

Some idea of the magnitude of technical publication work in industry is conveyed by the fact that probably considerably over \$1 billion is spent per year on technical publications for the armed forces alone. Most of this work is done in industry. Industry—without fully realizing it—is engaged in the world's largest technical publishing operation. As such, industry employs more writers, editors, publication managers and graphic arts technicians than all newspapers, magazines, business magazines, advertising agencies, public relations firms, and book publishers combined!

And yet industry in general, has not recognized professional technical publications management as both a line and staff management function of great responsibility and usually of far greater potential value to an organization—in both a service and a staff advisory capacity—than has hitherto been realized.

Possibly the best way to show what good publication management can do is through a summary of some of the most frequently encountered trouble spots in publication management. It should be emphasized that trouble in the publication department can cause trouble for an entire organization in ways that are not always clearly understood by top management.

Danger Spots In Technical Publication Management

1. Lack of understanding of good technical publications management practice by top management, middle

management, or management consultants.

2. Consequently inability to discriminate between good and bad "TPM" policies as recommended by lower executive echelons.

3. Incompetent publication managers: a situation in which startling examples have been found of nepotism, "taking care" of incompetent or surplus executives; promotion of publication staff members with limited publications management ability; or assignment of "good executives" who have no knowledge of publications work and in some cases are resistant to well considered technical advice.

4. As both a cause and a result of the foregoing three "trouble areas" one of the most serious problems is the lack of proper publications organization planning and the designation of departmental responsibility. Too often there is a serious "fragmentation" of a publications department by entrusting some of its normal functions to other departments. This includes contract negotiations and customer contacts on publication matters; purchase of specialized supplies and services; cost accounting; technical photography, publication drafting and technical illustrating, photo reproduction service, all of which should be under publications department control (for publications work).

5. Lack of proper interpretation of the technical publications department to other departments with which it must work in the collection, interpretation, and dissemination of technical information. There is often a lack of recognition by other departments of the importance of the department's assigned responsibility for producing publications on equipment contracts; a lack of understanding of the services, writing, editorial, or graphic arts production, which can be rendered to other departments; and a lack of a team-work concept, in working with the publications department on essential publications projects.

Too often engineers tend to look down on the technical writing staff as a sort of declass routine technicians: either journalists who have become staff members in a department which is often regarded as a necessary evil rather than an essential element in the technical information liaison with customers and outside organizations.

6. Lack of realistic publications staff personnel policies, job descriptions, salary scales, indoctrination and training procedures, promotional policies, and incentives for development in publication skills—supervisory, writing and editorial and graphic arts.

(Continued on page 52)

News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

♦ **WINNERS** of the third annual Stanley Works essay contest for Senior Class students of New Britain High School were announced recently by Emerson H. Burr, treasurer of The Stanley Works and chairman of the committee of judges.

First prize of \$500 went to Miss Gail Peterson; the second prize of \$300 to Miss Elizabeth Wilks. The third prize of \$200 was won by John Emigh and two fourth prizes of \$100 each went to Miss Marguerite Carlson and Miss Barbara Just.

The essays of all contestants dealt with the broad topic, "The Role of Industry in the Development of America."

♦ **W. LINDSEY BOOTH**, manager of The Connecticut Light and Power Company at East Hampton, has been named executive assistant to Robert P. Stacy, the company's vice president in charge of administration.

Mr. Booth, a graduate of Yale University, joined CL&P as an engineering assistant at Norwalk in 1946 and was transferred to Danielson in 1947. He was made district power engineer in 1949 and served as industrial sales en-

gineer from 1952 to 1954, when he became manager at East Hampton.

♦ **THE APPOINTMENT** of Theodore M. Sanden as sales manager for Haydon Division of General Time Corporation, Torrington, has been announced by Carl H. Cummings, vice president and general manager. Mr. Sanden will assume full responsibility for the sales of all Haydon products, which include electric timing motors, timing devices and clock movements. He will also have full supervision of all Haydon sales personnel in the field and at company headquarters.

♦ **REPRODUCTION** Engineering Corporation, manufacturers of the Blu-Ray Rotary Diazo Printers and allied equipment, has introduced a new 14" machine.

The new unit is equipped with five imported fluorescent lamps. Because of its price and size, the 14" Blu-Ray can be used to make visual foils and is also available with a special motor for making sepias or transparency foils from relatively opaque originals.

Ruggedly constructed and simply designed for use by untrained person-

nel, the units offer controlled printing speeds up to 4-1/2 feet per minute at a cost of pennies per square foot for materials, according to the Ivoryton firm.

♦ **A NEW BOOKLET** describes Propulsion Test Facilities, Inc., custom producers of performance test equipment and complete systems for aircraft missiles and components. Also included is a description of new high-temperature jet fuel test facility designed and constructed for Chandler-Evans Corporation, West Hartford.

The company is an affiliate of MB Electronics, Inc., a division of Textron Electronics, Inc., New Haven.

♦ **PLAX CORPORATION** of Hartford has announced the first commercial application of a packaging film of the oriented polystyrene type for overwrapping fruits, vegetables and other produce. Known as Polyflex Film, this "breathing type" material is one mil in thickness and allows a limited passage of moisture to and from the packaged produce. In addition, oxygen is permitted to enter and carbon dioxide is permitted to escape.

The company states that Polyflex Film costs 20% to 40% less than other types of transparent films. It is easy to heat-seal by hand or by mechanized packaging equipment and seals securely at a lower temperature than cellophane type films.

♦ **UNITS** of 65 and 70-gallon storage capacity, copper and glass lined respectively, have been added to its

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The company offers a bulletin giving dimensions and specifications for all models, wiring diagrams, installation helps and tables for sizing oil fired water heaters in restaurants, motels, and apartments.

◆ A NEW 32-page booklet, "How to Use Direct Mail to Promote Your Business," has been published by Pitney-Bowes, Inc., the postage meter and business machines company of Stamford, and is being made available without charge to businesses and other organizations.

The booklet is described by the company as "an ideal primer for those who have wished to use direct mail, but never knew quite how to get started."

◆ WEIGHING less than five pounds, including batteries, probe, harness, cable and earphones, the new Audigage Model 6 made by Branson Instruments, Inc., Stamford, is said to be the smallest ultrasonic gage ever built.

Completely self-contained it is used for nondestructive thickness measurement of most metals, glass ceramics, and plastics from one side. Because of its light weight, simplicity of operation and hand portability, and because no external source of power is necessary, this new ultrasonic resonance gage is said to be ideal for field inspections of ship hulls, piping tanks, pressure vessels, bulkheads, and similar equipment areas where corrosion is suspected.

◆ THE NEW SCREEN HOUSE installation just completed at the North Branford plant of The New Haven Trap Rock Company can produce enough crushed trap rock in 1959 to build a highway 267 miles long and 24 feet wide, according to the company.

The 100-foot high structure stores six million pounds of crushed trap rock earmarked for construction projects throughout the southern New England and New York areas. Ten huge vibrating screens separate the six commercial sizes of stone and route it to the appropriate bins from where

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♦ **THE AVAILABILITY** of a new line of Laboratory Stop Clocks for bench use by testing laboratories, scientific and research organizations and others, has been announced by the A. W. Haydon Company, Waterbury.

Two basic models are offered at the present time. Both models are supplied in sloping front instrument cases only 4-1/4" wide by 4 9/32" deep by 4-1/2" high and have convenient, clearly marked and color coded, run and reset push buttons on the top of the case. An external-run socket on the front panel permits remote manual or automatic running of the stop clock. A unique feature is the timed outlet on the front panel also, which is energized whenever the clock is timing. This permits the automatic timing of any 115 volt, 60 cps load up to 3 amperes.

♦ **AMONG CONNECTICUT COMPANIES** who exhibited products at the American National Exhibition in Moscow last month were the following: The Collins Co., Collinsville; Union Hardware Co., Torrington; Watertown Mfg. Co., Watertown; Gray Mfg. Co., Hartford; Fuller Brush Co. and Colt's Patent Fire Arms Mfg., both of Hartford; The Lyman Gun Sight Corp., Middlefield; Alcott, Inc., Waterbury; Landers, Frary & Clark, New Britain; The Winsted Hardware Mfg. Div., Winsted; Scovill Mfg. Co., Waterbury; Pitney-Bowes, Inc., Stamford; F. G. Ludwig, Inc., Old Saybrook; Dictaphone Corp, Bridgeport; Hitchcock Chair Co., Riverton.

Also, Olin Mathieson Chemical Corp., New Haven; Mastercraft Trailers, Inc., Middletown; Topstone Rubber Toys Co., Inc., Bethel; The Powercar Co., Mystic; Royal McBee Corporation, Hartford; Citrus Corporation of America, Milford; and Tri-Span Co., Wolcott.

Macton Machinery Company, Inc., Stamford, furnished three turntables which were used to display American automobiles at the Exhibition.

The purpose of the exhibition was to increase understanding in the Soviet Union of the American people, the land in which we live, and the broad range of American life, including American science, technology and culture. The theme of the Exhibition included five major categories: America learns; America explores man and the



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in masonry materials may be for a complete new building, or simply for plant alteration or additions. Whichever it is, you can simplify your construction problem — and at the same time save time and money on it — by specifying *Plasticrete* on all your masonry units.

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building bloc	reinforced lintels	Ramblestone & Roman Roughs
Spectra-Glaze bloc	brick—clay* & concrete	Hi-lite & Shadowal bloc
Dox floor & roof plank	chimney bloc & caps	Grille bloc
channel plank	manhole & catchbasin bloc	Dur-O-wal reinforcing

* made by the STILES CORPORATION, Plasticrete's clay products subsidiary



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universe; America creates; America travels; America plays and American community life.

♦ THE FORMATION of the Connecticut Valley Chapter of the American Society of Insurance Management has recently been announced.

Membership in the local chapter is made up of representatives of Connecticut companies whose responsibility it is to handle their companies' insurance programs. Insurance managers of Connecticut companies interested in joining the Connecticut Valley Chapter should contact C. J. Ramage, chairman, Membership Committee, Connecticut Light & Power Company, Newington.

Officers of the Chapter are Darrell Ames, president; Harvey Chevrett, vice president; Annetta Merlina, secretary and David L. Benson, treasurer.

The American Society of Insurance Management, Inc., is a cooperative, non-profit organization of individuals representing member companies interested in learning the best possible solutions to corporate insurance problems. Toward this end ASIM is designed to foster a close relationship among buyers of insurance; provides a firmer, test ground on which to base recommendations from the insurance manager to management; helps to maintain a reasonably competitive market in the public interest and supplies information which assists members in the efficient purchase of insurance under the broadest and most favorable conditions.

♦ THE ELECTION of three new vice presidents and a new member to the board of directors of the Casco Products Corporation has been announced by Joseph H. Cone, chairman of the board.

Stanley A. Friedman, assistant secretary, was named to the board; Howell E. Morgan became vice president and comptroller; William F. Babcock, vice president of sales; and William J. Harris, vice president of manufacturing.

♦ A NEW DEVELOPMENT in the design of helicopter rotor blades has won an award in a nationwide competition for George R. Stack, rotors group engineer at Doman Helicopters, Danbury.

The competition for the best use of materials in produce design is sponsored annually by *Materials in Design*

Engineering, a national technical magazine.

The magazine stated that Mr. Stack's use of a special plastics covering for wooden rotor blades appears to have solved a major problem: the prevention of instability previously caused by the changing moisture content of the blade.

♦ CAMERON CLARK, JR. has been elected a vice president of the Warner Brothers Co., Bridgeport, and general manager of the Box Division, it has been announced by John W. Field, president.

Mr. Clark succeeds Bradford G. Warner, who has relinquished his duties as manager of the Box Division to devote full time to the executive branch of the company as chairman of the recently formed executive committee.

♦ ROBERT B. JENNINGS, a native of Bridgeport, has been elected vice president-products of Bigelow-Sanford Carpet Company, Inc. Mr. Jennings previously was director of products at James Lees & Son.

Robert B. Freeman has been appointed vice president-merchandising in the marketing division of Bigelow-Sanford. He was formerly vice president-products.

♦ A WATERBURY FIRM employing 60 workers has been purchased by the Miller Co., Meriden, and will be operated as a subsidiary of the company, according to Burton G. Tremaine, Jr., Miller Co. president.

The firm is A. H. Wells and Co., Inc., one of the oldest red-raw tube mills in the country, which has been in continuous operation since 1887 and is one of the leading producers of special shape and precision tubing as well as small diameter and thin wall copper and copper alloy seamless tubing.

♦ GERALD L. PHILLIPE, controller of General Electric Company, has announced that his firm is planning to invest an additional \$9,000,000 in plant facilities in Connecticut. This would be in addition to \$27,000,000 already invested by the company in plant expansion since World War II.

Mr. Phillipe made his announcement in an address at the annual meeting of the Connecticut Public Expenditure Council.

♦ THE APPOINTMENT of Thomas

M. Purtell as vice president and general manager of sales and as a director of the company has been announced by the Anderson Oil and Chemical Company, Inc., of Portland.

Mr. Purtell joined the company in 1947 as a sales representative, was named sales engineer in 1952 and general manager of sales in 1958.

♦ UNITED AIRCRAFT'S Norden Division has announced that it is developing and constructing a new type of electronic scoring and data processing machine for Educational Testing Service of Princeton, New Jersey, a nationwide organization that provides tests and testing service for schools, colleges and professional associations.

The machine, will be capable of

scoring answer sheets for objective-type examinations at the rate of 6,000 an hour. At the same time, it will "read" the test-taker's name and other information on the answer sheet.

♦ WILLIAM E. H. REARDON and James H. Pierson have been named vice presidents of the Electric Specialty Co., Stamford, it has been announced by William C. Straub, president.

Mr. Reardon joined the company as sales manager in 1954. Mr. Pierson joined the firm as personnel manager in 1951.

♦ JACOB J. JAEGER, formerly executive vice president, has been elected president of Pratt & Whitney Company, West Hartford, it has been an-

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The Blue Shield Plan for Connecticut

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ing, sprinklered, asphalt tile floors,
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office or light manufacturing. Reason-
able.

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nounced by David Karr, spokesman
for the Board of Directors.

Mr. Jaeger succeeds Edward P.
Gillane, who has been elevated to the
position of assistant to the chairman
of the board.

Mr. Jaeger is a graduate of Drexel
Institute of Technology and received
his master's degree from Massachusetts
Institute of Technology. Before join-
ing Pratt & Whitney in 1940 Mr.
Jaeger was a research assistant on the
staff of MIT, working in the field of
servomechanisms and mechanical
methods of computation.

◆ **THE ELECTION** of Joseph C.
Olson to the position of vice president-
manufacturing was announced by
E. P. Bullard III, president and general
manager of The Bullard Company,
Bridgeport.

Mr. Olson, who has been factory
manager since June, 1958, joined the
company in 1935 as a machinist-ap-
prentice while attending Bridgeport
Engineering Institute.

◆ **THE APPOINTMENT** of Thomas
P. Burke as controller of the Gray
Manufacturing Company has been an-
nounced by President John W. Wibel.

Prior to his promotion Mr. Burke
held the position of senior auditor
from the time he joined the company
in April 1957.

◆ **WOODROW JOHNSON** has
been promoted to the new post of as-
sistant director of public relations of
Pitney-Bowes, Inc., Stamford. The ap-
pointment was announced by James L.
Turrettine, assistant to the president
and director of public relations.

Mr. Johnson joined the postage
meter and business machines company
in 1950 and has served as public rela-
tions representative since 1956. His
background includes newspaper, maga-
zine, radio, public service and govern-
ment agency experience in New York
and Washington.

◆ **THE ANNOUNCEMENT** of a
new, improved formulation for En-
thone Water Displacing Liquid No. 1,
an organic solvent used for rapid
shedding of water from metals, has
been made by Enthone, Inc., New
Haven, a subsidiary of American
Smelting and Refining Company.

Water Displacing Liquid No. 1
promotes rapid drying of metal parts
by penetrating into crevices and holes
and forcing water from the surface.
The water settles to the bottom of the
liquid and can be drawn off periodi-
cally. It is used for drying of parts
after plating, pickling, coloring, clean-
ing, etching and phosphating.

◆ **THE APPOINTMENT** of two
new vice presidents has been an-
nounced by Irving I. Kahn, president
of Kahn and Company, Inc., Hartford.

Robert Sheldon has been named vice
president-engineering and Robert
Hamerschlag has been named vice
president-sales.

◆ **DR. BOGISLAV VON SCHME-
LING**, a research plant pathologist,
has joined the agricultural chemical
and research and development staff
of the Naugatuck Chemical division,
United States Rubber Co.

In announcing the appointment, Dr.
H. Douglas Tate, manager of agricul-
tural research and development, said
Dr. von Schmeling has been assigned
to the biological research group work-
ing at the division's experimental farm
in Bethany.

◆ **WILBERT E. STEVENSON**,
president and director of Machlett
Laboratories, Inc., Springdale, a Ray-
theon Co. subsidiary, has been named
a vice president of Raytheon.

Merger of Machlett, manufacturer
of high voltage high power electron
tubes, with Raytheon became effective
last May.

Mr. Stevenson has been president
of Machlett since 1955, having served
for the preceding 20 years as vice presi-
dent in charge of sales.

◆ **SALE OF THE Noera Manufac-
turing Company** of Waterbury to Fred
LaFrance, of West Haven, was an-
nounced recently by Glenn P. Bakken,
president of Chase Brass & Copper
Co., Waterbury.

The Noera Manufacturing Com-
pany, has operated as a Chase division
since 1909 when the company pur-
chased the business from its founder.
The plant produces an extensive line
of automobile tire pumps, grease guns,
metal oilers, inflators and allied articles.

◆ **A SPECIAL AWARD** for complet-
ing more than 500,000 accident-free
hours over a fifteen-month period has
been received by The Holo-Krome
Screw Corporation of West Hartford,
a subsidiary of Veeder-Root Incor-
porated.

The award was presented by Wil-
liam Anderson of the Aetna Casualty
and Surety Company to W. C. Stauble,
president; Paul W. Klooz, vice presi-
dent and Mrs. Mae Mitchell, plant
nurse, all of Holo-Krome.

In accepting the award from
William Anderson, insurance company
representative, Mr. Stauble said that
he believed the record was established
as the result of "teamwork, with
everyone participating in the safety
program." He said that management



Franklin Farrel, 3rd, president of Farrel-Birmingham Company, Inc., Ansonia, is shown receiving his 25-year company service pin from his father (left), Franklin Farrel, Jr. who himself was an executive of the firm for 41 years prior to his retirement as chairman of the board in 1945.

gives the program 100 per cent support, a safety committee works hard on it, and everyone in the organization cooperates in carrying it out.

♦ THE HONORARY DEGREE of Doctor of Engineering was awarded to Bern Dibner, president of Burndy Corporation, Norwalk, by the Polytechnic Institute of Brooklyn at its 104th annual commencement exercises.

Mr. Dibner, also founder and director of the Burndy Library, a non-profit institution devoted to the history of science and technology, received the award for his achievements in electrical manufacturing and advancing the engineering profession.

♦ AMERICAN CYANAMID COMPANY will build a new facility to produce melamine crystal adjacent to the company's existing molding compound plant and development laboratory at Wallingford, it has been announced by Dr. W. G. Malcolm, president.

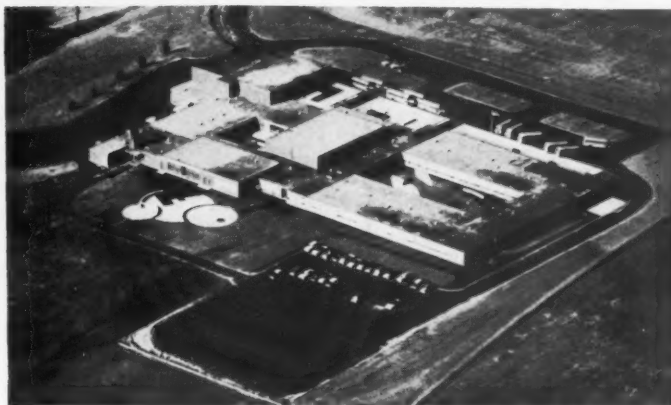
Melamine is the chemical raw material used in a wide variety of products. Some of the better-known applications are Melmac melamine dinnerware, adhesives and wet strength paper resins.

The new unit, the first in a planned expansion program, will have an initial capacity of 10,000,000 pounds of melamine annually, and will utilize an improved process.

♦ THE ELECTION of Philip C. Sayres, vice president and a director of the American Can Company as a director of the Capewell Manufacturing

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Company, Hartford, has been announced by Staunton William, president of Capewell.

Mr. Sayres joined the can company in September 1957, when he was elected a vice president in the executive department. He became a director in December 1957.

The company is a leading manufacturer of metal-cutting saws and parachute harness hardware.

♦ 3 MARK ROD, described as a superior free-cutting brass rod, has been introduced by Chase Brass & Copper Co., Waterbury. Of significant importance to users of high speed screw machines, the product is said to offer closer tolerances in off-the-shelf length and straightness.

This newly improved rod is available in round, hexagonal, octagonal and square. Straightness in round rod is controlled to plus or minus 1/4" in a ten-foot length. In hexagonal, octagonal and square, straightness is controlled to 3/8" in a ten-foot length.

♦ PRESIDENT of the Benrus Watch Company, Inc., Waterbury, S. Ralph Lazrus, has announced the appointment of two vice presidents, Allan M. Fox and Milton H. Putterman.

Mr. Fox is now vice president and director of purchasing for all Benrus plants in the United States; Mr. Putterman is vice president in charge of manufacturing at the company's New York City headquarters.

♦ THE OPENING of a new Display and Testing Department has been announced by The Henry G. Thompson & Son Co., New Haven.

Located at its main plant at 277 Chapel Street, the new department is equipped with the latest types of metal cutting saws and staffed by sales engineers with an average of seventeen years of metal cutting experience.

The company's new Milband automatic bandsaw cut-off machine is in constant operation in its Testing De-

partment. Companies using metal cutting equipment are invited to see the Milband and other machines in operation.

♦ ARTHUR R. MCNEIL, vice president and New England sales manager of MacDermid Incorporated, Waterbury, has been elected a director of the company.

In announcing the election, Harold Leever, president, pointed out that Mr. McNeil will continue his duties as New England sales manager in addition to serving the company in broader management and policy decisions.

♦ DR. CHARLES D. BRADLEY, president of Bradley Semiconductor Corporation, New Haven, has announced the appointment of William J. Gagnon as vice president. Mr. Gagnon has been general sales manager of the firm since he joined it in 1954.

Mr. Gagnon is a member of the Institute of Radio Engineers, served as chairman of the instrument rectifiers committee of the American Institute of Electrical Engineers, and is a member of the New Haven Chamber of Commerce Speakers Guild.

♦ BEEKLEY CORPORATION is the new corporate name of the West Hartford firm formerly known as Business Forms, Inc.

F. Cheyney Beekley, president of the company which manufactures forms and specialized systems products, announced that there are to be no changes of personnel, methods of operation, policies or ownership.

♦ LOUIS BOTWINIK, president of Botwinik Brothers, Inc., New Haven, died recently following a heart attack.

Mr. Botwinik was named president of the firm in 1954 after the sudden deaths of his two brothers. He was also president of the Botwinik Foundation and vice president of the National Pipe Bending Co. of New Haven. For



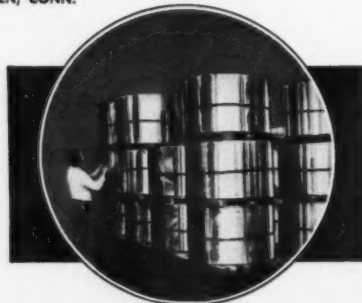
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many years he held the office of vice president of the Machinery Dealers National Association. His company is known worldwide in the used and rebuilt machinery tools field.

Mr. Botwinik was a native of New Haven and a graduate of Yale University. He also attended Harvard Law School. He is survived by his wife, a daughter, a sister and two grandchildren.

♦ **CARROLL B. LITTLE**, manager of the Spun Synthetics Division, Wilimantic Mills, American Thread Company, has been named general manager.

Mr. Little, who joined the company in 1950, will act as coordinator of production, purchasing and development of spun synthetic products.

Herbert S. Verrill, assistant superintendent of cotton finishing, has been promoted to the post of superintendent and will be succeeded by Frederick R. Ellis as assistant superintendent.

♦ **CONSTRUCTION** is now underway on a one-story addition to the plant of the Connecticut Container Corporation, North Haven, it has been announced by Lawrence Perkins, president.

The addition will add 23,000 square feet of floor space to the present building. It is being erected to house a new 300-foot long modern corrugator which will make the company completely independent since it will produce its own board. Supplementary equipment will include a 15,000 pound of steam per hour Bigelow Boiler, starch equipment and a large baler. A complete automatic waste removal system is being installed throughout both plants.

♦ **CARL E. WOODWARD** has been appointed director of market planning for The American Brass Co., Waterbury, according to an announcement by William M. Moffatt, executive vice president.

Mr. Woodward, who joined the company in 1934 has been director of sales promotion since 1949. In his new post he will continue to have responsibility for the company's national advertising and sales promotion program and, in addition, will have administrative responsibility for the brass company's research and product development operations insofar as long-range market planning is concerned. He will serve as chairman of the research task force and secretary of the company's research policy committee.

♦ **A RAPID EXPANSION** for Turbo-Projects, Inc., Manchester, first "space-age" industry, was forecast by the newly elected president, Francis A. Leyden.

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BAND SAW BLADES**

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FLAT STOCK**

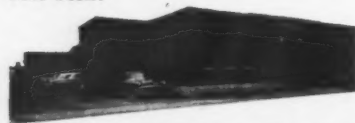
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COOLING SYSTEMS**

**The New
REZISTOR
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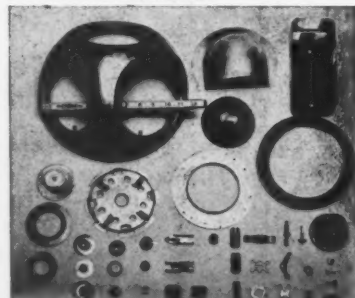
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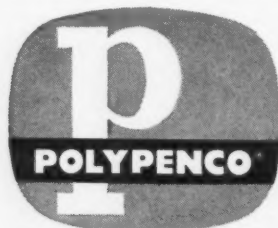
A total of more than 200 years of business and industrial leadership in this country and its new state of Hawaii were represented in the ceremony shown above which took place recently in Honolulu as James D. Young (second from left), general sales manager of 90-year old Yale & Towne, presented a large ceremonial key "to doorways of economic development in Hawaii" to W. L. Doering (right), vice president of 110-year old American Factors, Ltd., Yale & Towne's representative in Hawaii. Thomas A. Morris, manager of architectural hardware is looking on.

Mr. Leyden, who was chosen as president and a director of the newly-formed company at a recent stockholders meeting, said Turbo-Projects is an industry which will cater to the outer space program encompassing the field of missiles, rockets and jet engines.

♦ **LANDERS, FRARY & CLARK**, New Britain, has announced that fourteen products have been developed in the company's expansion program for

new and better products for the home.

These products, which include a new automatic electric can opener, were outlined by company officials at a preview in New York recently. Highlight of the electric housewares division was the new Coffematic in stainless steel, inside and out. Other products introduced were a new line of vacuum bottles, a combination food and meat chopper and salad maker, outing sets and workman's lunch kits, automatic toasters and blankets.



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ROD STRIP TUBE
TUBULAR BAR PLATE
WASHERS WEAR STRIPS

♦ OF PARTICULAR INTEREST to manufacturers engaged in electronics, electrical, appliance, automotive and general metal goods, is a new informative series of bulletins depicting and explaining the drawn metal shell production of the Cly-Del Manufacturing Company, Waterbury.

The bulletins also include a specification outline of several specific parts including size, tolerances material, production steps from blank to finish draw, quantity, and quality control procedure.

Also available from Cly-Del is a brochure which shows and describes all the major departments of the company, including engineering, tooling, stock, production, packaging, shipping, cost control and others.

♦ DANA H. HAYWARD has been elected assistant secretary of Pratt & Whitney Company, Incorporated, West Hartford, it has been announced by Jacob J. Jaeger, president.

Mr. Hayward is also assistant secretary of Colt's Patent Fire Arms Mfg. Co., and Chandler-Evans Corporation, two other subsidiary companies of Fairbank Whitney Corporation.

Mr. Hayward is a graduate of Phillips Exeter Academy and Harvard College. He received his master's degree from Harvard Graduate School of Business Administration.

♦ BRET C. NEECE, president of Landers, Frary & Clark, New Britain, was elected chairman of the board and Harry T. Silverman was named president of the company at a recent board meeting.

Mr. Neece has served as president since 1952 and was vice president and general sales manager between 1936 and 1952. He has been with Landers, Frary & Clark since November 1923.

Mr. Silverman has been president of the Plume & Atwood Mfg. Co. and president of the recently acquired wholly-owned Landers' subsidiary, Landers, Plume & Atwood Corp. of Thomaston.

♦ THOMAS F. MCCARTHY has been appointed vice president in charge of market development for the Edwards Company, Inc., Norwalk, it has been announced by R. S. Edwards, president.

Mr. McCarthy, formerly eastern regional manager, has spent virtually his entire business career with the Edwards Company, which he joined in 1927. From a stock clerk he advanced through the purchasing department, and to manager of the service department, before being transferred to outside sales.

In his new assignment, Mr. McCarthy will guide the company's

Announcing

THE

144th Annual Meeting

OF

THE MANUFACTURERS ASSOCIATION

OF CONNECTICUT INC.

To be held at

Yale University, New Haven

Tuesday, September 15, 1959

AFTERNOON SESSION

STERLING LAW BUILDING 2:00 P.M.

Business Meeting

Panel Conferences

The Business Climate

The Marketing Concept

Both panel conferences held

Concurrently in separate rooms

In Sterling Law Building

EVENING SESSION

YALE DINING HALL 6:15 P.M.

Address of Welcome Governor Abraham Ribicoff

President's Report Harvey L. Spaunburg

Guest Speaker: Peter F. Drucker*

Subject: "Basic Changes In The American Economy"

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Management, Graduate Business School

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Complete details of the meeting will be outlined in the program and in a bulletin scheduled to be mailed August 10.

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A group of Avco Corporation engineers and technicians are reflected in the polished front surface of a ballistic missile re-entry vehicle (nose cone) as the cone is suspended upside down. Avco's Lycoming Division, Stratford, builds re-entry vehicles as one of a team of major associate contractors in the Air Force ballistic missile program, under direction of the Air Force Ballistic Missile Division.

efforts to develop new markets for the many protection, signaling, and communication products of its design and manufacture.

♦ A CHEMICAL deburring solution for Zamak 3 diecastings that cuts immersion time, speeds bulk handling and reduces labor costs is fully described in Technical Data Sheet No. 91, a two-page usage and instruction sheet prepared by MacDermid Incorporated, Waterbury.

Named Metex ZD Burr 3, the solution is effective in removing burrs raised by drilling or other machining operations.

♦ NEW SINGLE-CONDUCTOR plugs and receptacles called Supercon electrical connectors are now available in 50 and 100 ampere ratings for use in portable or stationary power and distribution panels.

Manufactured by The Superior Electric Company, Bristol, Supercons are said to incorporate the first major design changes in this type of connector in many years. They feature a functional positive-grip plug design; simplified, quick assembly; a wide range of colors.

♦ EXPANSION PLANS for MB Manufacturing Company, New Haven, including a name change to MB Electronics, have been announced by George W. Miller, president of the MB parent organization, Textron Electronics, Inc.

MB produces vibration test equipment and associated electronics apparatus and systems.

♦ SEVERAL PERSONNEL changes have been announced by the Fuller Brush Company, Hartford. Lester H. Carl, vice president and a member of the board of directors, has been named general manager of the company. Mr. Carl will direct all production activities in the Hartford plant, as well as those in subsidiary plants in Albany, New York.

George F. Muir, sales supervisor of the machine division has been named to the new position of plant engineer. Francis L. Smith, advertising manager, fills the new position of director of merchandising; Archie E. Krips, sales coordinator in the cosmetic division is sales promotion supervisor; H. S. Ingraham, in charge of production of company publications, has been named art and production supervisor and Frederick E. Bieber, a member of the sales and advertising department, has been named publicity supervisor.

How Your Congressman Becomes A Spendthrift

(Continued from page 13)

knows what it is costing him. The cost of the postage stamp, for example, was finally raised from three cents to four cents last year—the first increase in 25 years. The Postal Service is still short of paying its way by more than \$500 million a year.

Since no formal over-all consideration is given to the budget by Congress, a joint congressional budget committee, it seems to me, could be set up for this purpose. It could also appraise public needs. It could determine whether an activity is a proper one for the federal government, or whether it should be done on a state level. It could coordinate and advise on the work of the tax-writing House Ways and Means and Senate Finance Committees and the Senate and House Appropriations Committees. And it could survey ways for putting more federal activities on a direct pay-as-you-go basis.

3. Procedures could be tightened or new ones created for better control of federal spending. Congress should accept a resolution sponsored by Rep. Howard W. Smith of Virginia, our Rules Committee chairman, aimed at stopping backdoor trips to the Treasury. Representative Smith's idea is to require that all spending be routed through the Appropriations Committee. The legislative committees would still have the power to authorize programs, but any spending scheme would get the traditional annual check of the Appropriations Committee.

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Legislative committees tend to favor their particular field of interest. The Agriculture Committee, for instance, wants to do all it can for the farmer; Merchant Marine and Fisheries Committee can appraise the worth of individual programs and balance one against another when all spending ideas go through this important unit. A like proposal to make sure all spending is channeled through the Appropriations Committees is also pending in the Senate.

A greater control over spending could be achieved if money bills were handled differently. Congress now acts on 12 to 15 separate regular appropriations. Sometimes we increase, sometimes we cut; but we never know whether more has been appropriated than there are revenues to pay the cost until the last bills are voted on.


House Appropriations Committee Chairman Clarence Cannon of Missouri, Senate Finance Committee Chairman Harry F. Byrd of Virginia and other congressional veterans have often proposed that all the regular appropriations bills be handled in one bill. An omnibus appropriations bill could give Congress new perspective, balance and control over how public money is being spent.

Another related idea could have the same effect. Final action could be postponed each year on spending bills until all of them have been considered. The bills could be kept in a sort of deep freeze until the end of a congressional session. Then individual bills could be revised up or down to keep total spending from spilling over the revenue coming in.

Congress, at the least should have available a formal running account of its spending. In addition to the President's annual budget document and midyear revision, Congress should have up-to-the-minute information summarizing appropriations, expenditures, receipts and the effect of pending bills on over-all totals.

Finally, I'm sure untold amounts of money could be saved if the President had the power to veto separate items within appropriation bills rather than being limited either to signing or vetoing money bills as a whole. Since the item veto first appeared on the American scene in the Confederate Constitution, 40 states have adopted the idea. With the item veto, the President could effectively cut the fat out of appropriations and assist materially in what all loyal Americans really want—an effective but economical government.

I am confident that the program I have outlined could help restore the respect for and safeguards over your tax money which are so sorely needed today.



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How Would You Decide?

By Fredrick H. Waterhouse
Counsel

Is a false fire alarm on April 1st sufficient cause for discharge?

Here's what happened.

An employee decided to have some fun on "April Fool's Day." He worked in the garage of a large company and, to carry out his idea of fun, he called an accountant in the main office and told him there was a fire in the garage and to call the fire department. After some discussion as to just who should call the fire department, the accountant agreed to do so. Presently the fire engines arrived and the employee then called the office again and said it was all an April Fool's joke. A rather flimsy excuse about a small fire which they had been able to put out was given by the employee to the firemen and they left. However, in his official report, an officer of the fire department indicated he was not satisfied with the explanation, about putting out the fire. Although the employee's version of the incident varies somewhat from the accountant's there is no dispute about the fact that he called the office and reported a fire. His joke brought about more serious consequences than he anticipated and the company felt that since he was sufficiently irresponsible to cause the company such embarrassment it was justified in discharging him.

Is calling out the fire department on a false alarm sufficient justification for discharge?

The Arbitration Board thought the circumstances did not clearly show that the employee either foresaw or intended that the fire department should actually be called; consequently the extreme penalty of discharge was unwarranted but some disciplinary action was quite proper. The Board ordered him reinstated with one-third back pay.

Does an agreement to put non-production employees in a bonus system covering production employees cover all non-production employees?

Here's what happened.

The company had a bonus system for production employees and in some departments included certain non-production employees under a bonus system. In negotiating a new contract the

company agreed to establish a bonus system of uniform application (like the one in the department now having such a system) for all departments for non-production employees. The company proceeded to carry out its agreement and created a bonus system applying only to those non-productive employees directly and immediately assisting production employees. The union claimed the bonus system should be extended to cover all employees whose workload varied with the amount of production. The company claimed its bonus system had always been applied only to those non-productive employees whose jobs provided direct and essential assistance to production employees. Unless there was a direct cause-or-effect relationship affecting the productivity of the production employees the non-productive jobs were not essential to or included in the bonus system.

What non-productive employees should be included in the company's production bonus system?

The Arbitrator carefully examined all the jobs involved in the grievance and concluded they did not qualify for coverage by the bonus system. He ruled that though the quantity of work involved in the jobs in question may well increase with greater production by productive employees, there was no direct and immediate relationship with the productive function. Since the production work was not directly and closely dependent upon the job performance of the jobs involved in the grievance for the achievement of bonus or incentive premium they did not qualify for participation therein.

If the court sets aside an arbitration award because the Arbitrator exceeded his powers by deciding two separate questions when only one was included in the submission to him, may the union take the second question to arbitration in a separate proceeding?

Here's what happened.

The union presented a grievance claiming an employee had been im-

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properly demoted. The matter was eventually submitted to an Arbitrator in that manner. The Arbitrator ruled that the employee was properly demoted but that under the contract the company could not reduce his pay and ordered that he be given lost earnings resulting from the demotion. The company appealed to the court, claiming the award should be set aside on the ground the Arbitrator had exceeded his powers as no one had asked him about back pay but the only question presented to him was whether the demotion was justified. The court agreed with the company and set aside the entire award. The union then brought this grievance demanding the employee be given any pay he had lost because of the demotion. The company claimed the present question concerning back pay was not arbitrable as the whole matter had been thrown out by the court, and furthermore the union had waived its right to present its grievance regarding back pay by not including that question in the original grievance.

Has the union waived its rights to the back pay issue?

The Arbitrator ruled that there were two direct questions under the contract. First the propriety of the demotion, and second the reduction in pay. He then decided that the court's decision merely found that the original arbitration was defective and that the prior submission having been declared null and void did not preclude the union from again advancing the same contentions or from advancing as a grievance a new contention based on the same set of facts.

Inspiration For Youth (Continued from page 9)

brought together for the critical evaluation of existing and proposed products and for planning long range product development to meet anticipated needs according to trends, not only in the toy industry, but in society at large.

Out of these committee meetings have come such outstanding toys this year as the Erec-Tronics sets with which children can build as many as 15 different sending and receiving radio sets as well as many diverse circuits; the Space Age Erector set, with which they can build many different models of planes of the Jet Age, and tear them down to build others in a space of seconds; new and improved chemistry sets and microscope sets; improved astronomical telescopes and professional-type physics sets.

This top management group operates under six key men: Alfred C.

Gilbert, Jr., Guy F. Schumaker, vice president and works manager, Harvey E. Rath, vice president in charge of sales, W. J. Reuscher, treasurer of the firm, David Rabinow, director of engineering and Jack Broomell, personnel director.

From its inception as a company, the concept of teamwork has been almost a religion at Gilbert. The company maintains it has no workers. It has, instead, a "team" or a "family" of 1,500 "co-workers," governed by a document 89 pages long, known as the "Creeds, Policies and Procedures" of the company. About the only thing promised by management which it did not do was build a swimming pool for its co-workers.

Employee Benefits

Co-workers at Gilbert enjoy eight paid holidays as well as vacations predicated on length of service, ranging from a half week for six months of employment to three weeks for those 15 years with the company.

Co-workers also enjoy a pension plan and an insurance plan. Under the pension plan, which is independent of Social Security payments, the amount received is automatically increased as income increases. Retirement is optional at age 65, mandatory at age 68, with the company paying the full costs, the funds of which are handled by a trustee. The insurance plan includes co-worker coverage for surgery and hospitalization.

The work week is 37½ hours with time-and-one-half for overtime after 7½ hours in any day and after 37½ hours any week. They receive double time for Sunday work as such. In addition, benefits include call in pay and call-back-pay. There is also a Credit Union in the plant.

Besides all this, the company actively supports the Gilbert Athletic Association, including Athletic Association "General Store and Buying Service;" a suggestion system which pays 15% of first year's savings due to suggestion, with awards in 1958 totalling approximately \$1,600.00.

Training Programs

There is also an extensive training program sponsored by the company, broken down into general categories. For example, under "Executive Development", various members of top management have attended courses at American Management Association where they have taken management courses, marketing courses, advertising and research and development. They have also attended a school for Executive Development at New Haven College in which six members of management have completed a four year course and fifteen are currently

enrolled. Executives may also take specialized courses with Gilbert paying half the cost of any courses which are work connected. Co-workers have, through this program, achieved degrees in Engineering, Industrial Organization and Business Administration from local colleges.

The company maintains an extensive on-the-job-training program also, in which there are orientation courses explaining the Company's policies and practices, its history and its products. Apprentice training is continually in operation and leads to journeyman status in tool maker, machinist or industrial electrician classifications. Courses are 8,000 hours and include formal schooling at the Eli Whitney Technical School.

Supervisory courses designed to be practical assistance in handling day to day problems in supervision are also provided. These include: the art of listening; responsibility for safety; Gilbert's personnel problems and policies; cost reduction; and job instruction techniques.

Participation In Community Life

As a company, with a history indelibly linked to the development of the community in which it serves, Gilbert encourages its personnel to participate in civic, business and political affairs.

Gilbert actively supports and participates in the work of the Chamber of Commerce; Manufacturers Association of New Haven; United Fund of Greater New Haven; Red Cross-Connecticut Blood Bank Program; Junior Achievement, Inc.; the Little League through the Gilbert Athletic Association; New Haven Rehabilitation Center; Educational Training Program of New Haven College; Industrial Management Club of the New Haven YMCA, and a host of others too numerous to mention here.

Gilbert's encouragement of individual participation has led to active roles by co-workers of the Company in such organizations as: American Society of Mechanical Engineers; American Society of Tool Engineers; Personnel Managers Association of New Haven; Connecticut Personnel Association; Society for the Advancement of Management; National Association of Cost Accountants; Young Presidents Organization; American Society for Quality Control; Purchasing Agents Association of Connecticut, Inc.; National Secretaries Association International; Industrial Nurses Association of Connecticut, Southern Branch; and the New Haven Medical Association.

That New Haven recognizes the company's position in the community is demonstrated by a proclamation proclaiming June 18, 1959 A.C. Gilbert Day in New Haven.

Public Relations

By Charles E. Reiche
Public Relations Director

Some Key Publics

♦ TOO often a company's multiple publics are likely to be lumped into the form of one faceless figure, usually referred to as the "average man," whatever that is, or "the man in the street." More sophisticated members of management are likely to realize that industry has many publics and that the methods that get the best results with any one of them may not necessarily be the methods to apply to others.

All industry, large or small, has two groups without which it cannot function. These are its customers and its suppliers. Top management is prone to overlook them from time to time in its zeal to put the best corporate foot forward before the community, the employees or the shareowners. Frequently the relations between customer or supplier and the company are left in the hands of personnel several steps below the echelons where such relations belong.

The threat of steel shortages later this year, as a result of the strike in the steel industry, has made it clearer than ever to many Connecticut industrialists that it is necessary to keep relations with their suppliers on a businesslike but friendly basis. Good relations between buyer and supplier can be helpful if serious steel shortages begin to develop later on. This is notably so where companies normally purchase their steel from only one source.

The key to good relations between buyer and supplier lays in the frequently battered and banged about Golden Rule. In other words, it should be an article of faith that you treat your sources of material supply the way you expect to be treated by your customers. The major source of contact between an industry and its supplier is the purchasing agent, or the man who buys raw material, whatever his title may be. If the purchasing agent is a corner-cutter, a chiseler, or worse, the entire concept of good public relations can be butchered right at the start by this individual and thus your company can quickly and easily develop the reputation of

being a vile organization with which to deal.

Your purchasing personnel, then, must be well indoctrinated in your concepts of PR and in the philosophy that your company expects good treatment from others and must, accordingly, give the same kind of treatment it expects. Leaving aside moral or ethical considerations, it is good business to treat suppliers well, just as it is good business to treat employees and shareowners well. It is, in brief, good public relations.

Your relations with your customers are something else again and pose quite a different set of problems. But the key to good customer rela-

tions lies in your product and in your sales methods.

The product must have the qualities you claim for it. Further, you must, to the extent required, be willing to provide service with your product, and you must be willing and able to handle quickly and efficiently complaints from your customers.

Assuming your product is solid and all that you claim it is, your sales program and sales personnel share the burden of giving you a solid customer relations approach. The appearance and the techniques of your sales force should be what you want them to be, not what your salesmen think it should be. Their job is to sell your company as well as your wares.

Don't forget, either, that salesmen are your employees and deserve the same sort of treatment for you that you extend to your other personnel. Public relations an all-round proposition in industry and commerce, just as it is in any activity, and if you take one tack with your plant and office people and another with your sales representatives you are indeed only paying lip service to PR.

In this connection it is probably wise for you to have a practical sales training course. It may be true that a good salesman can sell virtually any-



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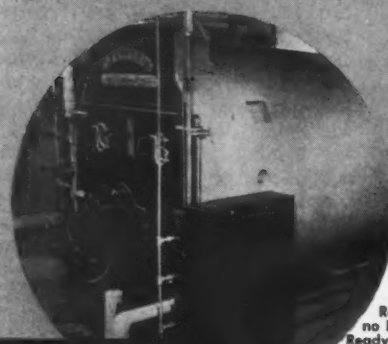
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thing but chances are you will prefer to tell him how you want him to handle your product and how you want him to approach customers. This seems especially important if you really believe in good relations with your customers who, as indicated earlier here, are one of your key publics.

It is important, too, that your sales organization be kept closely in touch with your public relations operation. Both can help each other and both in many cases can coordinate their activities and their thinking to the best advantage of product sales and the overall repute of your company.

So far as customer relations go, if you have no sales force but rely on sales representatives in a handful of large cities around the country, you clearly can't exercise too much control over their approach to buyers of your product. However, this is not an insurmountable problem. Printed information pieces about your wares and your company can fill many of the gaps which might be left by impersonal sales representatives who work primarily for themselves, not you. You should make the effort to prepare a mailing list that will cover your regular customers and prospective ones. Then with your own talent or that of a reputable advertising agency you can prepare a direct-mail approach to your mailing list. Such an approach will not only fill in any gaps left by your sales representatives but will also serve as a graphic point of contact which will bring you and customers closer together. Such mailing pieces should be designed not as hard-sell matter but more in the nature of descriptive text about your firm and your product, very much like material you occasionally prepare for your employees and your community.

Finally, you must keep in mind that your sales force, whether your own or an unaffiliated group, usually is the only contact between you and your customers. This, incidentally, applies also in the field of supplier relations where your purchasing agent is ordinarily the point of contact. It is most important that these points of contact with your supplier and buyer know your policies in the public relations area and, more to the point, practice what YOU preach.

The business of getting on well with customers and suppliers is not an exotic or highly rarified operation. A large percentage of MAC's membership consists of companies with less than 25 employees. Most of them flourish and prosper because the individuals who run them KNOW the

(Continued on page 38)

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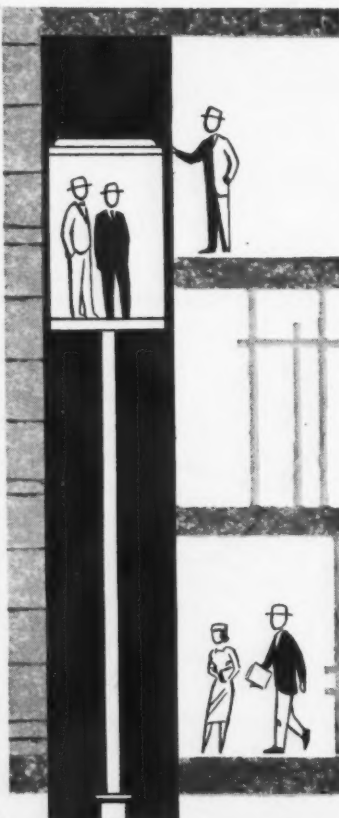


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Business Tips

By RUTH B. FILIP, Associate Professor
School of Business Administration, University of Connecticut

What Can Procedures Manuals Do For You?

♦ ONE of your chief aims is to achieve a high production rate for your office work. In order to obtain maximum production, some companies spend thousands of dollars annually in the creation and maintenance of procedures manuals. These texts contain detailed instructions for each of the principal clerical operations of the office. That so many firms find it advisable to make such an investment is obviously of significance to all companies—whether large or small.

Have you considered how the use of procedures manuals could cut your costs? Or, if you have manuals, are they being used? Are they usable? Are they up-to-date? Negative answers could lead to a weak point in your planning for top-rate production.

In looking at some of the uses of the procedures manual, let us start with the new employee. First, use of a manual can shorten the learning period of a new worker and improve the quality of his work during this time. It will not eliminate personal instructions, but it can reduce the time your trainer spends with the trainee. The new employee is confronted with what is to him a bewildering mass of details. Receiving only oral instructions, he makes some notes and relies on memory for the rest. When notes are inaccurate or memory fails, he is reluctant to ask questions because he knows that although he has not yet learned, he has been instructed. The results of his guesswork are often disastrous, because he has no background of experience. With a manual at hand, the crisis may never arise. And if it should, the new worker can find the means of raising his question gracefully by making reference to his manual.

Next, the employee who understands his work is apt to find satisfaction in it. Thus labor turnover is cut, and this is surely one of the major items contributing to overhead. Further, a full outline of procedures helps to control the activities of employees after the learning period, and is an instrument for the systematic notification of revisions. The management echelon may benefit, too, in that executives can

quickly get a run-down on routines on which they might not be well-informed otherwise.

A successful manual of procedures is the result of attention to both content and form. Content is, of course, determined by the nature of your specific business. As to form, for any who may wish to initiate such a project, the suggestions that follow describe one approach to the problem. Obviously, so many details are involved that space does not permit full coverage. Incidentally, the ideas which follow were applied by a large corporation a few years ago, and a recent check showed that the application was highly successful. The pattern which was originally established is in effect today with only minor changes in set-up.

It is significant, though, that changes in content have been numerous. He who would produce a useful procedures manual must prepare for changes even as he writes for the first time. One of the most obvious causes for this is the revolution which results from the introduction of electronic data processing, and there are enough less devastating alterations to keep the writer's pen busy. Certainly a manual containing out-moded instructions is useless if not actually dangerous. Thus, a loose leaf binding is essential.

The appearance of the page is important, too. Use care in selecting the length of your writing line. Plenty of

white space on each page keeps the reader from feeling overwhelmed; his job is easier because it seems easier.

The writer is not only considerate of his audience as he plans the format, but also continues to keep the reader in mind as he determines how he will express his message. Successful manuals are written to the new, untrained, and perhaps uninstructed, clerk. Address him directly, as you would if you were speaking to him, as I am writing to you now.

It may be helpful to number the principal subdivisions of your instructions. If there are several related points to be considered, outline and use as many sub-points as necessary to keep each separate step of the instructions brief. Capitalization is useful for the principal subdivisions and for emphasis.

Who, then, should write such a manual? More than one company has sought a solution in the fresh approach which can be gained by making the manual a product of collaboration. One contributor (or there may be several) is an employee who knows the business; the other understands the aims of business writing, but is meeting the problems of the business for the first time. The company employee is responsible for accuracy of content, while the consultant—experiencing in part the role of the new clerk—sets a style which is suitable to the trainee.

Enthusiastic support in the creation and use of the manual by personnel is much to be desired and should be encouraged by management in every possible way. One prerequisite is, of course, to establish the necessary authority to enforce its use. But even whole-hearted support will not cut this time-consuming job too much. It is arduous and every effort must be made to keep the writer of the manual fully informed of the particulars regarding authorized changes. Only in this way will you reap the benefits of a higher production rate.

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Spotlight on the Future

Contributed by National Association of Purchasing Agents
By Chester F. Ogden, Manager of Purchases
The Detroit Edison Company

General Business Conditions

Business remains brisk. However, there are some indications of a normal seasonal Summer leveling. Our members say production is still very good, but only 46% report improvement, as compared to 60% so reporting last month. A small minority of 6% state their production has dropped in the last thirty days. New orders continue to be received in satisfactory volume, with 42% telling of increases, 48% no change and 10% reductions.

Commodity prices are still inching higher, but the movement is selective. Where the supply is abundant and the demand weak, certain items such as copper and fuel oil have dropped in price despite the general upward trend.

Most of our members remain "inventory conscious." There is great reluctance to add to stocks on hand, except to protect against special situations as in the case of steel. Practically none is increasing their inventory investment to hedge against higher prices. Very few are willing to extend their purchase commitments further into the future.

Employment has improved again, although college and high school students are having difficulty in finding Summer jobs.

Our special question this month sought to determine the attitude of Purchasing executives toward buying foreign materials and equipment. There is almost no argument that the purchase of foreign raw materials which are not readily available in the United States is quite in order. But, there are widely divergent views concerning the wisdom of buying fabricated materials and equipment from foreign sources. There is no doubt that, as a result of much lower labor rates, many items can be purchased from abroad at substantially less than domestic prices. Some are enthusiastic about buying foreign items, not only because of the dollar savings, but also because they believe these purchases will tend to retard inflation.

Others are adamant in their belief that we should avoid foreign buying because of its possible adverse effect on our domestic production and econ-

omy. Statistically, the largest number, 39%, say they are not making any foreign purchases; 30% state they are buying more than they did five years ago, 29% report no change, and only 2% are buying less.

Commodity Prices

There is a little more activity in the price situation this month. In addition to the usual fluctuations (a number up and a few down) on regularly reported commodities and services, several of our members told of increased costs of warehouse space. This would appear to be the result of buyers adding to steel inventories and the resulting scramble for places to store it. Generally, price increases are minor and there is no wave of inflation in any segment. For June, 32% report prices up, 65% say there is no change, and only 3% indicate prices are down.

Inventories

June reports again show very slight increases in purchased material inventories. Interestingly, several members reported difficulty in maintaining inventories of some raw materials sufficient to keep pace with expanding production schedules. On the other hand, some members still talk of "living off inventories on hand." A significant 45% say their June inventories are higher than May, while 16% say they are lower. The build-up of steel stocks continues to be the only major area where buyers are adding to inventory. The majority still are trying to keep inventories at the minimum necessary to meet current production needs.

Employment

Employment continues to hold at high levels. Automobile production, road construction, new housing starts and agricultural demands have all added to the bettering of the employment situation. There is some hiring of Summer help by industry; but, in general, college students and high school graduates are finding it hard to get Summer jobs.

This month, 43% report their employment up, 50% indicate no change, and 7% say their rolls are down for various reasons. The over-all tone of the general comments is one of continued good employment for the next few months.

(Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Vice President, The Detroit Edison Company, Detroit, Michigan)

Accounting Hints

Contributed by

The Hartford Chapter National Association of Accountants

In-Plant Accounting For Welfare Campaign Funds

By R. E. BEH, Paymaster

Pratt & Whitney Division,
United Aircraft Corporation

♦ ALMOST every modern industry participates in the welfare program of its locality through an in-plant system which provides facilities for employee donations to welfare through Community Chests, United Funds, or National Health Agencies.

The type of agency accepted by Management of a given industry depends chiefly upon the agencies sponsored by the locality in which the industry is situated. The system for employee solicitation which is used within an industry is directly related to the number of employees and to the degree of cooperation which Management requests from the employees.

Regardless of the nature of the foregoing factors, the Management of a participating industry is inevitably faced with the question "What is the most effective, most economical and safest method to handle funds which are donated by our employees." Pratt & Whitney Aircraft Division of United Aircraft Corporation, with a total of over thirty thousand employees at plants spread throughout the state of Connecticut, has a unique answer to this important question.

Pratt & Whitney operates two in-plant drives per year through a six-man committee which supervises an organization of Section Campaign Managers, Area Chiefs, Departmental Captains, and solicitors. The local welfare agencies are covered each October under the Community Chest, with choice of cash gifts or payroll deductions spread over the ensuing January through June. National Health groups are covered in a March consolidated campaign which permits cash payments or payroll deductions scheduled for the ensuing July through December. About 20% of the employees choose to give cash at drive time, with the remainder of the gifts being scheduled for payroll deductions.

Employee subscriptions, both cash and payroll deductions, are handled on an I.B.M. pledge card, the design

of which is the essence of simplicity. Each employee's name and identification is interpreted on his card prior to the drive. Cards are produced in departmental and shift grouping and each group of cards is backed up by an I.B.M. check-off list, in duplicate, so that campaign supervisors and headquarters can keep tabs on all material being transmitted. This I.B.M. equipment is related to other standard drive material consisting of such things as lapel pins, receipt pads, posters, mobiles, kit boxes, all of which coincide with pre-drive advertising and solicitors' indoctrination meetings.

Now, every card that is issued to a drive supervisor must be accounted for. Almost 100% of these cards will represent a donation in cash or payroll pledge. The big question is "How is this money to be controlled?"

Cash (and check) donations are handled as follows. At the start of the drive each solicitor receives a group of cash envelopes for daily use in returning checks and cash. The face of each envelope is neatly imprinted with a serial number and with captions which require the posting of the number of pledges represented plus amount of cash enclosed. The balancing I.B.M. cash cards must be attached to the respective envelope. The solicitor and his drive captain working together, balance, seal, and sign the envelope which is slated for return to the drive supervisor for check-off and transmittal to headquarters.

Each drive supervisor is charged with the serial numbers of the envelopes which he receives for his solicitors. His name and envelope series are posted on an "Envelope Control Ledger" at drive headquarters. At the conclusion of the drive a given supervisor must have accounted for every envelope assigned to him.

In addition to cash envelope control books, the "Master Drive Control Ledger" is prepared prior to drive time. This consists of books set up by plants. Each plant is broken down by hourly and salary payrolls and then to shift and individual department number. Each department is listed in proper sequence on a control sheet. The top of each sheet is captioned horizontally over four major categories

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as follows. The column on the left end of sheet calls for "Department Number" and "Total Number Employees in Department." These figures are set up prior to drive time and are taken from I.B.M. check-off lists. Next major column is captioned "Cash Contribution" and calls for three postings of "Envelope Numbers Returned," "Number of Cards Returned," and "Total Cash." Third heading is "Payroll Subscriptions" and calls for "Number of Cards" and "Total Payroll Pledge." A final miscellaneous column appears at right end of sheet for posting of non-contributors, terminations, absentees and miscellaneous.

As drive returns clear the drive supervisors, who keep their own check-off list records, they are forwarded to headquarters where each envelope and group of cards is posted on the "Master Drive Control Ledger" in its proper place.

When a given department has completed its returns, a summary of all its postings must show that all envelopes and cards issued have been turned in. Cash and payroll subscriptions, when tallied, give the final department score.

After cash envelope returns have been posted on the control ledger at headquarters, the envelopes are delivered to a special audit group who

unseal them and check contents against amount posted on face of envelope. Cash and checks are then prepared for bank deposit. Headquarters figures and the audit groups' figures must balance daily as to total amount posted and actual cash on hand. Daily check-off of cash deliveries to audit is made in varied colors on the master ledger to avoid duplications in totalling.

Payroll subscription gifts are processed on a daily basis. Each group is topped off by a payroll pledge summary ticket showing number of cards in group, amount of money represented and bearing the solicitor's signature. Upon receipt, headquarters posts subscription as described for cash in the foregoing paragraphs.

As previously stated, daily cash deposits are made to an Operating Account by the cash audit group. At the conclusion of the drive, cash contributions are immediately paid to benefiting welfare agencies. Payroll deduction amounts are disbursed at the end of each month in accord with payroll recapitulation deduction figures.

Finally, a complete financial report is submitted to Management as soon as "Master Control Ledger" indicates balance and completion of all returns. This report furnishes detailed statistics on such items as total number of employees, total number of givers, and resulting participation percentage. Dollars are carried out under Cash, Payroll Deductions and Combined Totals to show average per capita gift in all groups and categories.

Pratt & Whitney Aircraft is fully cognizant of the fact that, whether drive funds are being transmitted on a city-wide or on a plant-wide basis, the problem of common funds being handled by a large number of persons is one which warrants more attention than is generally applied. Pratt & Whitney feels that its Campaign Accounting System is as simple and as fool-proof as is possible under the conditions encountered in operations of this nature.

Public Relations

(Continued from page 34)

techniques of dealing with supplier and customer. In short, they practice public relations every business day without giving the matter a second thought and without recourse to costly professional help from outside their own tightly-knit organizations.

They know, probably even more intimately than a large concern, that there are all kinds of publics and that not the least of them are the supplier and the customer. If they fail to put their best foot forward, they don't last long; this applies to anyone with a product to make and sell.



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Business Pattern

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

Business Improves In May

◆ AFTER remaining relatively level for three months, the Connecticut Index of Industrial Activity advanced 6/10 of one percentage point in May to 3.2% below trend. This is the best standing since December 1957.

Manufacturing employment, aided by good gains in the fabricated metals and electrical equipment industries, reached the highest level since February of last year. Average hours worked continued to increase and were the highest in two years. Electric power sales, weakened by strikes in April, recovered strongly. The only component to lose ground in May was construction employment which, because of

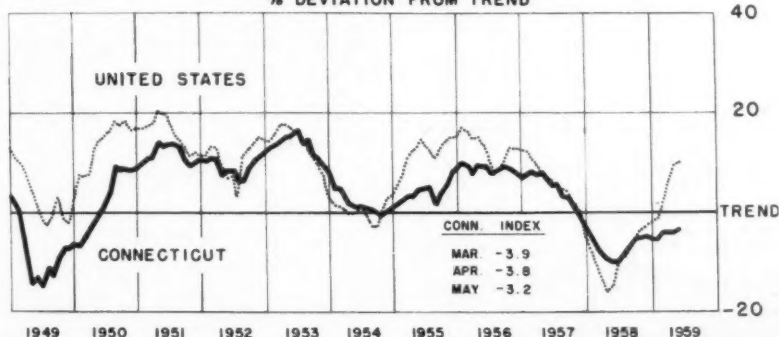
tax revenues will continue to gain throughout 1959 and may exceed the record year of 1957.

Work Stoppages

In view of the latest steel strike, a review of time lost due to work stoppages should be of interest.

Historically, Connecticut has suffered less than the Nation from strikes. In recent years, the percent of man days lost due to strikes, on an annual basis, has exceeded the U.S. average only once. In April, however, this State's percent of time lost reached the highest point since July 1955.

INDUSTRIAL ACTIVITY—CONN. vs. UNITED STATES
% DEVIATION FROM TREND



strikes, failed to show the normal seasonal gain.

The U.S. Index, which rose sharply during the first four months of this year, advanced another 1/2 point in May to an estimated 10% above trend.

Connecticut Sales Tax

In discussing sales tax revenues in our March report we pointed out—that there was still some reluctance to spend at year end but indications were that the hesitancy was behind us.

Figures now available for the 1st quarter of 1959 bear out this belief. The seasonally adjusted sales tax receipts for that period climbed above \$18 million. This total has been exceeded only by the revenues collected in the 1st and 2nd quarters of 1957.

Buyer's hesitancy has lessened considerably. In the face of improving economic conditions it seems likely that spending and, as a result, sales

Twenty work stoppages, involving some 10,000 workers, were in progress.

As was mentioned previously, these strikes had a detrimental effect on the business index for that month. May index results, on the other hand, showed improvement in keeping with the reduced lost time percentage.

Unemployment

May employment figures for Connecticut were the most favorable in one and a half years. The 58,000 workers without jobs represent 5.5% of the State's labor force. A year ago, unemployment stood at 100,000 workers or nearly 10% of the labor force.

Continued improvement in the economic picture has resulted in sharp changes for the better in nearly all the labor market areas. In the last 6 months, only Hartford has failed to improve its position, due mainly to recent layoffs in the transportation equipment industry.

While the picture shows steady improvement, it is questionable whether further gains will occur this summer.

Spending

New installment credit extended in April climbed to a new record as did repayments.

With personal income also achieving new peaks each month and prices holding steady, consumers are finding themselves with a very high level of purchasing power. The amount of credit being extended is a reflection of this situation and indicates returning confidence in the economy.

The rise in credit buying continues to be centered in durable goods, mainly automobiles. With new car production still heavy, the outlook for the near future seems to indicate a continued record level for new installment credit.

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IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Listing rates (12-time insertions only): \$6.00 for single listing. When several listings are ordered for insertion at the same time following multiple rates apply: \$10 for two and \$2.00 each beginning with the third.

Absorbents
Nielsen & Sons Inc. John R (oil water and grease) South Windsor

Accounting Forms
Baker-Goodyear Co The Branford

Accounting Machines
Underwood Corporation Bridgeport

Adding Machines
Underwood Corporation Bridgeport

Adhesives
Polymer Industries Inc Springdale
Raybestos Division Raybestos-Manhattan Inc Bridgeport

Advertising Mats
Lockwood Sons Inc Wm H Hartford

Advertising Plates
Lockwood Sons Inc Wm H Hartford

Advertising Specialties
H C Cook Co The Ansonia

Air Compressors
Dunham-Bush, Inc. West Hartford
Spencer Turbine Co The Hartford

Air-Conditioning
Dunham-Bush Inc West Hartford
Norwalk Airconditioning Corp South Norwalk

Air Ducts
Wiremold Co The (Retractable) Hartford

Air Heaters—Direct Fired
Peabody Engineering Corporation Stamford

Air Impellers
The Torrington Manufacturing Co Torrington

Aircraft
Sikorsky Aircraft Division United Aircraft Corporation (helicopters) Bridgeport

Aircraft Accessories
Chandler Evans Div Pratt & Whitney Co Inc (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs) West Hartford
Consolidated Controls Corp Bethel
Fenn Mfg Co The (Hardened and Ground Gear assemblies) Newington
Gabb Special Products Inc (filler caps—pressure fuel servicing systems) Windsor Locks
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) Windsor Locks

Aircraft Engine Timing Tools
Gabb Special Products Inc Windsor Locks

Aircraft Engine Details
Hartford Machine Screw Co Div of Standard Screw Co Hartford

Aircraft Engines
Lycoming Division Avco Manufacturing Corp Stratford
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford

Aircraft Fasteners
Bland Buner Co The Thread Products Div Hartford
Hartford Machine Screw Co Div of Standard Screw Co Hartford
Scovill Manufacturing Company (PANALOC Aircraft Fasteners) Waterbury

Aircraft Instruments
Gorn Electric Company Inc Stamford

Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft Division Rentschler Field East Hartford

Aircraft Studs and Bolts
Hartford Machine Screw Co Div of Standard Screw Co Hartford

Aircraft Test Equipment
United Manufacturing Co Division of The W L Maxson Corp Hamden

Alumilite Aluminum Sheets
Leed Co The H A Hamden

Aluminum Awnings
Norlee Aluminum Prod Corp Bloomfield

Aluminum Bronze Castings
Knapp Foundry Company Inc Guilford

Aluminum Castings
Eastern Malleable Iron Company The Naugatuck West Haven
Newton-New Haven Co West Haven

Aluminum Die Castings
Mt Vernon Die Casting Corporation Stamford
Stewart Die Casting Div. Stewart-Warner Corp. Bridgeport

Aluminum Extrusions
Bridgeport Brass Company Bridgeport

Aluminum Forgings
Bridgeport Brass Company Bridgeport
Consolidated Industries Inc West Chebire
Scovill Manufacturing Company Waterbury

Aluminum Ingots
Lapides Metals Corp New Haven

Aluminum Sand Castings
Bridgeport Deoxidized Bronze Corp Bridgeport

Aluminum—Sheet and Rod
Scovill Manufacturing Company Waterbury

Aluminum—Sheets & Coils
United Smelting & Aluminum Co Inc New Haven

Aluminum Windows
Norlee Aluminum Prod Corp (combination and prime) Bloomfield

Ammunition
Winchester-Western Div Olin Mathieson Chemical Corp New Haven

Anodic Coating
Fenn Mfg Co The (Dow 17) Newington

Anodizing
Aluminum Finishing Co. Bridgeport
Comco Inc Div of Enthone Inc New Haven
Leed Co The H A Hamden

Anodizing Equipment
Comco Inc Div of Enthone Inc New Haven

Asbestos
Auburn Manufacturing Company The (gaskets, packings, wicks) Middletown

Asarcon Bronze
Derby Castings Company, The Seymour
Knapp Foundry Company Inc (bushing & bearing stock) Guilford

Assemblies—Small
Barnes Co The Wallace Div Associated Spring Corp Bristol
Greist Manufacturing Co The New Haven
Hartford Machine Screw Co Div of Standard Screw Co Hartford
Stanley Humason Inc Forestville
J H Sessions & Son Bristol

Audio-Visual Equipment
Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors) Plainville

Automatic Buffing & Polishing Machines
Harper Buffing Machine Company The East Hampton

Auto Cable Housing
Wiremold Company The Hartford

Automatic Assembly Machines
Sperry Products Inc Danbury

Automatic Control Instruments
Bristol Co The (temperature, pressure, flow, humidity, time) Waterbury

Automobiles—Children's
Powercar Company Mystic

Automotive Bodies
Metropolitan Body Company Bridgeport

Automotive Parts
Bridgeport Thermostat Div Robertshaw—Milford
Eis Manufacturing Co (Hydraulic and Mechanical) Middletown
Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber) Bridgeport

Automotive & Service Station Equipment
Scovill Manufacturing Company (Canned Oil Dispensers) Waterbury

Automotive Tools
Eis Manufacturing Company Middletown

Bag Sealing Machines
Derby Sealers Inc Derby

Bakelite Mouldings
Watertown Mfg Co The Watertown

Balls
Abbott Ball Co The (steel bearing and burnishing) Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) Hartford
Kilian Steel Ball Corp The Hartford
New Departure Div of General Motors (steel and steel alloys) Bristol
Pioneer Steel Ball Company Inc (steel for bearings, burnishing, grinding; also brass, bronze and stainless) Unionville
Superior Steel Ball Co Inc (steel bearings & burnishing material) New Britain

Banbury Mixers
Farrel-Birmingham Company Inc Ansonia

Barrels
Abbott Ball Co The (burnishing and tumbling) Hartford
Esbee Barrel Finishing Corp (burnishing & tumbling) Byram
Hartford-Steel Ball Co The (tumbling) Hartford
King Co Alfred B (tumbling and plating) North Haven

Baskets—Wire
Rolock Inc Fairfield

Bearings
Barden Corporation The (ball) Danbury
Fafnir Bearing Co (ball) New Britain
Marlin-Rockwell Corporation Plainville
New Departure Div of General Motors (ball) Bristol
Norma-Hoffman Bearings Corp (ball and roller) Stamford
Torrington Co The Torrington

Bellows Assemblies
Bridgeport Thermostat Div Robertshaw—Fulton Controls Co Milford

Bellows—Metallic
Bridgeport Thermostat Div Robertshaw—Fulton Controls Co Milford

Bells
Bevin Brothers Mfg Co East Hampton
N N Hill Brass Co The East Hampton

Bolt Fasteners
Saling Manufacturing Company (patented self-aligning) Unionville

Belting
Hartford Belting Co Hartford
Russell Mfg Co (High Speed Endless, Laminated Rubber, Roll Stock all types) Middletown

Bends—Pipe or Tube
National Pipe Bending Co The New Haven

Bicycle Sundries
Torrington Co The Torrington

Blackening Salts for Metals
Enthone Inc New Haven
Mitchell-Bradford Chemical Co Milford

Black Oxide Finishing
Black Oxide Inc New Britain

Black Oxide Treatment
Bennett Metal Treating Co The Elmwood

Blades
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) Hartford

Blocks
Howard Company (cupola fire clay) New Haven

Blower—Centrifugal Type
Spencer Turbine Co, The Hartford

Blower Fans
Colonial Blower Company Plainville
Spencer Turbine Co The Hartford (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Blower Systems
Colonial Blower Company Plainville
Ripley Co Middletown

Blower Wheels
Torrington Manufacturing Company The Torrington

Blueprints and Photostats
Joseph Merritt & Co Hartford

Boilers
Bigelow Co The New Haven

Bolts and Nuts
Clark Brothers Bolt Co Middletown
Torrington Co The Torrington

Boring Tools
Atrax Company The (solid carbide) Newington

Bottles
Feldman Glass Co. The New Haven

Box Board
Bird & Son Inc New Britain
Continental Can Co., Boxboard and Folding Carton Division Montville
Federal Paper Board Co Inc Montville, New Haven & Versailles
Lydall & Foulds Paper Co The Manchester
New Haven Board & Carton Co The New Haven
Robertson Paper Box Co Montville

Boxes
Bird & Son Inc (corrugated, solid fibre, cleated containers) New Britain
Connecticut Container Corporation New Haven
Continental Can Co., Fibre Drum and Corrugated Box Division Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Durham
Middletown Mfg Co (metal) Middletown
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) Bridgeport

Boxes and Crates
City Lumber Co of Bridgeport Inc The Bridgeport

Boxes—Folding
Leshine Carton Co Branford

Boxes—Metal
Durham Mfg Co. Durham
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Durham
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) Waterbury

Boxes—Paper—Folding
Atlantic Carton Corp Norwich
Bridgeport Paper Box Co Bridgeport
Carpenter-Hayes Paper Box Co Inc East Hampton
Continental Can Co., Boxboard and Folding Carton Division Montville
Curtis & Sons Inc S Sandy Hook
Folding Cartons Incorporated (paper, folding) Versailles
Mills Inc H J Bristol
National Folding Box Co Div Federal Paper Board Co Inc (paper folding) New Haven and Versailles
New Haven Board & Carton Co The New Haven
Robertson Paper Box Co Montville
Warner Bros Co The Bridgeport

Boxes—Paper—Setup
Bridgeport Paper Box Co Bridgeport
Heminway Corporation The Waterbury
Mills Inc H J Bristol
Strouse Adler Company The New Haven
Warner Bros Co The Bridgeport

Brake Cables
Eis Manufacturing Co Middletown

Brake Linings
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial) Bridgeport
Russell Mfg Co (all types, Fused Fabric, Durak, Wireback, Extruded) Middletown

Brake Service Parts
Eis Manufacturing Co Middletown

Brass & Bronze
American Brass Co The (sheet, wire, rods, tubes) Waterbury
Bridgeport Rolling Mills Company (coil, sheet, strip) Bridgeport
Bristol Brass Corp The (sheet, wire, rods) Bristol
Chase Brass & Copper Co Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls) Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod) Thomaston
Scovill Manufacturing Company Waterbury
Seymour Mfg Co The (strip, sheet & wire) Seymour
Tinsheet Metals Co The (sheets and rolls) Waterbury
Western Brass Mills Div of Olin Mathieson Chemical Corp (sheet, strip) New Haven

Brass & Bronze Ingot Metal
Mitchell Smelting & Refining Co Inc Botaford
Plume & Atwood Mfg Co The Thomaston
Whipple and Choate Company The Bridgeport

Brass, Bronze, Aluminum Castings
Derby Castings Company, The Seymour
Victors Brass Foundry Inc Guilford

Brass Goods
American Brass Company The Waterbury
Plume & Atwood Mfg Co The (to order) Thomaston
Rostand Mfg Co. The (Ecclesiastical Brass Wares) Milford

Scovill Manufacturing Company (to order) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Brass Mill Products
American Brass Company The Waterbury
Chase Brass & Copper Co Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury
Seymour Manufacturing Co. The Seymour
Western Brass Mills Div Olin Mathieson Chemical Corp New Haven

Brick-Building
Donnelly Brick Co The New Britain

Bricks—Fire
Howard Company New Haven
Mullite Works Refractories Div H. K. Porter Co Inc Shelton

Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) New Haven

Broaching
Hartford Special Machinery Co The Hartford

Bronze & Aluminum Castings
Knapp Foundry Company Inc (rough or machined) Guilford

Bronze Sand Castings
Bridgeport Deoxidized Bronze Corp Bridgeport

Brooms—Brushes
Fuller Brush Co The Hartford

Buckles
B Schwanda & Sons Staffordville
Hawie Mfg Co The Bridgeport
North & Judd Manufacturing Co. New Britain
Patent Button Co The Waterbury
Risdon Manufacturing Co John M. Russell Div Naugatuck

Buffing & Polishing Compositions
Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury
Lea Mfg Co Waterbury

Building Materials
City Lumber Co of Bridgeport Inc Bridgeport

Burners
Plume & Atwood Mfg Co The (kerosene oil lighting) Thomaston

Burners—Automatic
Peabody Engineering Corporation Stamford

Burners—Coal and Oil
Peabody Engineering Corporation (Combined) Stamford

Burners—Gas
Peabody Engineering Corporation (Blast Furnace) Stamford

Burners—Gas and Oil
Peabody Engineering Corporation (Combined) Stamford

Burners—Refinery
Peabody Engineering Corporation (For Gas and Oil) Stamford

Burnishing
Abbott Ball Co The (Burnishing Barrels and Burnishing Media) Hartford
Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes) Unionville

Burs
Atrax Company The (carbide) Newington
Pratt & Whitney Co Inc (carbide and HSS) West Hartford

Business Forms
Connecticut Manifold Forms Co. The West Hartford

Buttons
B Schwanda & Sons Staffordville
Frank Parizek Manufacturing Co The Putnam
Patent Button Co The Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury
Waterbury Companies Inc (Uniform and Fancy Dress) Waterbury

Cabinet Work
Hartford Builders Finish Co Hartford

Cable—Asbestos Insulated
Rockbestos Products Corp New Haven

Cable-Interlocked Armor
General Electric Company Bridgeport

Cable—Nonmetallic Sheathed
General Electric Company Bridgeport

Cable—Service Entrance
General Electric Company Bridgeport

Cages
Andrew B. Hendryx Co The (bird and animal) New Haven

Cams
American Cam Company Inc Hartford
Hartford Special Machinery Co The Hartford
Rowbottom Machine Company Inc Waterbury

Cams, 2 Dimensional
Mallory Industries, Inc West Hartford
Parker-Hartford Corporation Hartford

Cams, 3 Dimensional
Mallory Industries, Inc West Hartford
Parker-Hartford Corporation Hartford

Capacitors
Electro Motive Mfg Co Inc. The (mica & trimmer) Willimantic

Carbide Drawing Dies
State Products Co (eyelet special shape dies) Oakville

Carbide Shape Dies
Thomaston Tool & Die Co (any form) Thomaston

Carbide Tools
Atrax Company The (solid) Newington
Precision Tool & Die Co Waterbury

Carbon Pile Type Resistors
Engineered Metals Manchester

Card Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Card Indexes
Wassell Organization Inc Westport

Carpenter's Tools
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) New Haven

Carpets and Rugs
Bigelow-Sanford Carpet Co Thompsonville

Carton Closure Equipment
Better Packages Inc ("Tape-O-Matic," "Better Pack") Shelton

Casters
Bassick Company The (Industrial and General) Bridgeport

Castings
Connecticut Foundry Co (grey iron) Rocky Hill
Connecticut Malleable Castings Co. (malleable iron castings) New Haven
Ductile Iron Foundry Inc Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck
Farrel-Birmingham Company Inc (Mechanite Modular, Iron, Steel) Ansonia
H R Engineering Laboratories Inc (centrifugal, steel mold) East Haddam
Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) Hartford
Malleable Iron Fittings Co (malleable iron and steel) Branford
McLagon Foundry Co. (grey iron) New Haven
Newton-New Haven Co (zinc and aluminum) West Haven
Nutmeg Crucible Steel Co (steel) Branford
Plainville Casting Company (gray, alloy and high tensile iron) Plainville
Philbrick-Booth & Spencer Inc Hartford
Producto Machine Company The Bridgeport
Scovill Manufacturing Company (Brass & Bronze) Waterbury
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington
Union Mfg Co (grey iron & semi steel) New Britain
Waterbury Foundry Company The (highway & saah weights) Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) Middletown (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

Castings—Investment		Coil Winding Machines		Copper Castings	
Arwood Precision Casting Corp	Groton	Boesch Mfg Co Inc	Danbury	Knapp Foundry Company Inc	Guilford
Cements—Refractory		Coils—Electric		Copper Sand Castings	
Mullite Works Refractories Div H K Porter Co Inc	Shelton	Bittermann Electric Company	Canaan	Bridgeport Deoxidized Bronze Corp	Bridgeport
Centerless Grinding		Coils—Pipe or Tube		Copper Sheets	
Brown Manufacturing Co.	New Britain	Rowley Spring Co. Inc., The (Airwoud for television and electrical industries)	Bristol	American Brass Company The	Waterbury
New England Centerless Grinding, Inc.	West Hartford	National Pipe Bending Co The	New Haven	New Haven Copper Co The	Seymour
Winsted Centerless Co	Winsted	Whitlock Manufacturing Co The	Hartford	Copper Shingles	
Centers		Cold Molded Electrical Insulation		Copperware	
Ready Tool Co The (anti friction, carbide tipped, high speed)	Stratford	Meriden Molded Plastics	Meriden	Bridgeport Brass Company (cooking utensils)	Bridgeport
Centrifugal Pumps		Commercial Heat Treating		Copper Water Tube	
Hamco Inc (gasoline or electric driven)	New Haven	A F Holden Company The	West Haven	American Brass Company The	Waterbury
Cermets		Commercial Truck Bodies		Cord	
Russell Mfg Co (for missiles, and for friction materials)	Middletown	King Co Alfred B	North Haven	Russell Mfg Co The (marine & aero shock)	Middletown
Chain		Compacts		Cords—Asbestos Insulated	
Riadon Manufacturing Co John M Russel Div	Naugatuck	Scovill Manufacturing Company (powder and rouge)	Waterbury	General Electric Company	Bridgeport
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	Comparators		Cords—Braided	
Chain-Beaded		Compressors		Cords—Heater	
Auto-Swage Products Inc	Shelton	Computers		Cords—Portable	
Bead Chain Mfg Co The	Bridgeport	Concrete Products		Cord Sets—Electric	
Chain—Power Transmission and Conveying		Condenser and Heat Exchanger Tubes		Cork Cots	
Whitney Chain Company	Hartford	Bridgeport Brass Company	Bridgeport	Sonoco Products Co (Climax-Lowell Div)	Mystic
Chairs		Scovill Manufacturing Company	Waterbury	Corn Cob Meal	
The Hitchcock Chair Company	Riverton	Cones		Correspondence Files	
Chemical Manufacturing		Connector		Corrugated Box Manufacturers	
Carwin Company The	North Haven	Consulting Engineers		Corrugated Shipping Cases	
Chemicals		Continuous Mill Gages		Cosmetic Containers	
Apothecaries Hall Company Division	Waterbury	Contract Machining		Cosmetics	
The Hubbard Hall Chemical Company	Shelton	Contract Manufacturers		Cotton and Asbestos Wicking	
Axton-Cross Co	North Haven	Conveyer Systems		Counting Devices	
Carwin Company The	North Haven	Controls—Hydraulic Remote		Couplings	
Macalaster Bicknell Company	New Haven	Converters DC to AC		Crushers	
MacDermid Incorporated	Waterbury	Controllers		Cushioning for Packaging	
Naugatuck Chemical Division	United States	Controls—Remote		Cutters	
Rubber Co	Naugatuck	Corrugated Box Division		Cutters (solid carbide)	
New England Lime Company	Canaan	Contract Manufacturers		Cutters (ground pinion)	
Pfizer & Co Inc Chas	Groton	Contract Manufacturers		Cutters all types carbide and HSS	
Chemicals—Agriculture		Contract Manufacturers		Cutting & Creasing Rule	
Naugatuck Chemical Division United States	Naugatuck	Contract Manufacturers		Decalcomanias	
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	Contract Manufacturers		Deep Hole Drilling & Reaming	
Chemists—Analytical and Consulting		Contract Manufacturers		Hamden Deep Hole Drilling Co	
Bridgeport Testing Laboratory Inc	Bridgeport	Contract Manufacturers			
Christmas Light Clips		Contract Manufacturers			
Foursome Manufacturing Co	Bristol	Contract Manufacturers			
Chromium Plating		Contract Manufacturers			
Chromium Corp of America	Waterbury	Contract Manufacturers			
Chromium Process Company The	Shelton	Contract Manufacturers			
Chucks		Contract Manufacturers			
Cushman Chuck Co The	Hartford	Contract Manufacturers			
Jacobs Manufacturing Co The	West Hartford	Contract Manufacturers			
Jacobs Manufacturing Co The (drill chucks)	West Hartford	Contract Manufacturers			
lathe collet chucks and arbors)	West Hartford	Contract Manufacturers			
Union Manufacturing Company	New Britain	Contract Manufacturers			
Chucks—Drill		Contract Manufacturers			
Jacobs Manufacturing Co The	West Hartford	Contract Manufacturers			
Chucks & Face Plate Jaws		Contract Manufacturers			
Cushman Chuck Co The	Hartford	Contract Manufacturers			
Union Mfg Co	New Britain	Contract Manufacturers			
Chucks—Power Operated		Contract Manufacturers			
Cushman Chuck Co The	Hartford	Contract Manufacturers			
Union Manufacturing Company	New Britain	Contract Manufacturers			
Clay		Contract Manufacturers			
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Contract Manufacturers			
Cleaning Compounds		Contract Manufacturers			
Enthone Inc (Industrial)	New Haven	Contract Manufacturers			
MacDermid Incorporated	Waterbury	Contract Manufacturers			
Clock Mechanisms		Contract Manufacturers			
Lux Clock Mfg Co The	Waterbury	Contract Manufacturers			
Clocks		Contract Manufacturers			
E Ingraham Co The	Bristol	Contract Manufacturers			
United States Time Corporation The	Waterbury	Contract Manufacturers			
Clocks—Alarm		Contract Manufacturers			
Lux Clock Mfg Co The	Waterbury	Contract Manufacturers			
Clocks—Automatic Cooking		Contract Manufacturers			
Lux Clock Mfg Co The	Waterbury	Contract Manufacturers			
Clutches		Contract Manufacturers			
Snow-Nabsted Gear Corp The	New Haven	Contract Manufacturers			
Clutch Facings		Contract Manufacturers			
Raybeston Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport	Contract Manufacturers			
Russell Mfg Co (rubber Shock Cord—all sizes and types)	Middletown	Contract Manufacturers			

I T ' S M A D E I N C O N N E C T I C U T

Deep Drawings		Drafting Accessories		Electrical Appliances	
Stanley Pressed Metal	New Britain	Joseph Merritt & Co	Hartford	Iona Manufacturing Company The	Manchester
Deep Hole Drilling & Reaming		Drawn Shells		Electrical Conduit Fittings & Grounding	
Wilson Arms Co.	Hamden	Cly-Del Manufacturing Co.	Waterbury	Specialties	
Delayed Action Mechanism		Drill Presses		Electrical Control Apparatus	
M H Rhodes Inc	Hartford	Townsend Mfg Co The H P	Elmwood	Gillette-Vibber Company The	New London
R W Cramer Company Inc The	Centerbrook	Drilling Machines		Electrical Control Apparatus	
Demineralizers		Howe & Fant Inc (Turret Type)	East Norwalk	Plainville Electrical Products Co The	Plainville
Crystal Research Laboratories	Hartford	Pratt & Whitney Co Inc (Deep Hole)	West Hartford	Electrical Controls	
Design		Drilling and Tapping Machinery		Monarch Electric Co (Allis Chalmers)	New Britain
Designers for Business and Industry (product design-appearance)	New Haven	Hartford Special Machinery Co The	Hartford	Electrical Motors	
Design & Drafting Service		Drop Forgings		Electric Specialty Co	Stamford
Smith & Winchester Mfg Co The	South Windham	Atwater Mfg Co	Plantville	Iona Manufacturing Company The	Manchester
Diamonds—Industrial		Billings & Spencer Co The	Hartford	U S Electrical Motors Inc	Milford
Parsons Diamond Products Inc	West Hartford	Consolidated Industries	West Cheshire	Electrical Recorders	
Dictating Machines		Wileox Crittenden & Co Inc	Middletown	Bristol Co The	Waterbury
Dictaphone Corporation	Bridgeport	Druggists' Rubber Sundries		Electrical Relays and Controls	
Gray Manufacturing Company The	New Haven	Seamless Rubber Company The	New Haven	Allied Control Co	Plantville
SoundScriber Corporation The	New Haven	Duplicating Machines—Automatic		Electrical Switchboards	
Die Cast Dies		Pratt & Whitney Co Inc	West Hartford	Plainville Electrical Products Co The	Plainville
C & F Tool & Die Corp	Bridgeport	Elastic		Pneumatic Applications Co	Simsbury
Die Castings		Russell Mfg Co (rubber shock cord—all sizes and types)	Middletown	Electrical Test Equipment	
Newton-New Haven Co Inc	New Haven	Electric Cables		McNeal J D	New Haven
Stewart Die Casting Div Stewart-Warner Corp	Bridgeport	General Electric Company (for residential, commercial and industrial applications)	Bridgeport	Electrical Wiring Systems	
Die Casting Dies		Rockbestos Products Corp (asbestos insulated)	New Haven	Wiremold Co The	Hartford
ABA Tool & Die Co	Manchester	Electric Cord Springs		Electronic Parts	
Eastern Machine Screw Corp The	New Haven	Bristol Spring Manufacturing Co	Plainville	Patent Button Company The	Waterbury
Weimann Bros Mfg Co. The	Derby	Electric Cords		Prentice Mfg Co The G E (stampings to customers' specifications)	Kensington
Die Heads—Self Opening		General Electric Company	Bridgeport	Terryville Manufacturing Co (Stampings to customer specifications)	Terryville
Eastern Machine Screw Corp The	New Haven	Rockbestos Products Corp (asbestos insulated)	New Haven	Electronics	
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven	Electric Eye Control		Gray Manufacturing Company the	Hartford
Die Polishing Machinery		Ripley Company Inc	Middletown	McNeal J D	New Haven
Hartford Special Machinery Co The	Hartford	Electric Fixture Wire		Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases)	Middletown
Die Sets		Rockbestos Products Corp (asbestos insulated)	New Haven	Ripley Co	Middletown
Producto Machine Company The	Bridgeport	Electric Hand Irons		Sturup Larabee & Warmers Inc	Middletown
Union Mfg Co (precision, steel and semi-steel)	New Britain	Winsted Hardware Mfg Co (trade mark "Durability")	Winsted	Vinco Electronics Corporation	New Haven
Die Sinkers		Electric Heating Elements		Electroplating	
Pratt & Whitney Co Inc	West Hartford	Hartford Element Co	Hartford	Giering Metal Finishing Inc	Hamden
Dies		Electric Ignition Harnesses		National Sherardizing & Machine Co	Hartford
Hoggaon & Pettis Mfg Co The	New Haven	General Electric Company	Bridgeport	Waterbury Plating Company	Waterbury
Mitrametric Co The (ground for gears)	Torrington	Electric Insulation		Electroplating—Equipment & Supplies	
Pratt & Whitney Co Inc (Monococone and Ducone Dies)	West Hartford	Case Brothers Inc	Manchester	Apothecaries Hall Company Division	Waterbury
Pratt & Whitney Co Inc (thread cutting and thread rolling)	West Hartford	Stevens Paper Mills Inc The	Windsor	Comco Inc Div of Enthone Inc	New Haven
Dies & Die Cutting		Electric Lighting Fixtures		Hubbard Hall Chemical Company The	Waterbury
Douglas Co Geo M	New Haven	Pan-Craft Mfg Co (residential, church, post lanterns)	Plainville	Len Manufacturing Co The	Waterbury
Dies—Steel Rule		Plume & Atwood Mfg Co The	Thomaston	MacDermid Incorporated	Waterbury
Acme Steel Rule Die Corporation	Waterbury	Wasley Products Inc	Plainville	Electroplating Processes & Supplies	
Display Containers		Electric Motor Controls		Enthone Inc	New Haven
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard)	New Haven and Versailles	Arrow-Hart & Hegeman Electric Co The	Hartford	Electrotypes	
Displays—Design & Production		Electric Motor Winding		Barnum-Hayward Electrotpe Co Inc	New Haven
Ad-Craft Displays, Inc.	Bloomfield	Monarch Electric Co (3 phase industrial motors)	New Britain	Lockwood Sons Inc Wm H	Hartford
Conn-Craft Co. (Plastic)	Waterbury	Electric Motor Repair		New Haven Electrotpe Div	Electrographic
Stifel & Kufka	New Britain	B & J Electric Co	Ansonia	Corp	New Haven
Display Equipment		Electric Motors		Elevators	
Polecats Inc	Old Saybrook	Monarch Electric Co (Allis Chalmers)	New Britain	Eastern Elevator Co (passenger and freight)	New Haven
Displays—Metal		Electric Switches		General Elevator Service Co	Hartford
Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham	Arrow-Hart & Hegeman Electric Co The	Hartford	Enameling	
Merriam Mfg Co (Contract Work to Individual Specifications)	Durham	Electric Time Controls		Giering Metal Finishing Inc	Hamden
Parsons Co Inc W A (custom designed)	Durham	Cramer Controls Corporation The	Centerbrook	Waterbury Plating Company	Waterbury
Displays—Plastic		Electric Underfloor Duct System		Enamels & Lacquers	
Dura Plastics of New York, Inc.	Westport	General Electric Company	Bridgeport	Dobbs Chemical Co The (industrial finishes to customers' specifications)	New Haven
Door Closers		Electric Wire		End Milling Cutters	
Sargent & Company	New Haven	General Electric Company	Bridgeport	Pratt & Whitney Co Inc (carbide and HSS)	West Hartford
Yale & Towne Mfg Co The	Stamford	Rockbestos Products Corp (asbestos insulated)	New Haven	End Mills	
Doors		Electric Wiring Devices		Atrax Company The (solid carbide)	Newington
Bileo Co The (metal, residential and commercial)	West Haven	Arrow-Hart & Hegeman Electric Co The	Hartford	Engraving—Plastic and Nonferrous Metals	
Dowel Pins		Electric Wiring Systems		Conn-Craft Co.	Waterbury
Allen Manufacturing Co The	Hartford	Envelopes		New England Engraving Company Div. of	Westport
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	Curtis 1000 Inc	Hartford	Dura Plastics of New York, Inc.	Westport
Holo-Krome Screw Corp The	West Hartford	United States Envelope Company	Hartford	Salisbury Products Inc	Lakeville
Torrington Co The	Torrington	Hartford Division	Hartford	Excelsior	
				Nielsen & Sons Inc John R	South Windsor
				Extractors—Tap	
				Walton Company The	West Hartford (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Extruders and Accessories		Fireworks		Gears and Gear Cutting	
Davis Electric Company (Ram Type Teflon Extruder)	Wallingford	M Backs' Sons Inc	Wallingford	Farrel-Birmingham Company Inc	Ansonia
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp	Mystic	H C Cook The	Ansonia	Fenn Mfg Co The	Newington
Eyelets		Fishing Tackle		Generators	
American Brass Co The	Waterbury	Flashlights		Hamco Inc (electric, portable, gasoline driven)	
Cly-Del Manufacturing	Waterbury	Flat Springs		New Haven	
Mark Eyelet & Stamping Co (small-metal stampings)	Waterbury	Flexible Shaft Machines		Glass Bowing	
Platt Bros & Co The	Waterbury	Float Switches		Macalaster Bicknell Company	
Plume & Atwood Mfg Co The	Thomaston	Gorn Electric Co Inc (for aircraft and commercial use)		New Haven	
Scovill Manufacturing Company	Waterbury	Floor & Ceiling Plates		Glass Containers	
Stevens Co Inc	Waterbury	Beaton & Cadwell Mfg Co The		Feldman Glass Co The	
Waterbury Companies Inc	Waterbury	New Britain		New Haven	
Eyelets, Ferrules and Wiring Terminals		Fluorescent Lighting Equipment		Glass Cutters	
American Brass Company The	Waterbury	Foam Rubber		Fletcher-Terry Co The	
Waterbury Companies Inc	Waterbury	Forgings		Forestville	
Eyebolt Machine Products		Foundries		Greeting Cards	
American Brass Company The	Waterbury	Connecticut Malleable Castings Co (malleable iron castings)		A D Steinbach & Sons Inc	
Ball & Socket Mfg Co The	West Cheshire	New Haven		New Haven	
Cold Forming Mfg Co The	Waterbury	Derby Castings Company, The		Grinding	
Platt Bros & Co The	Waterbury	Ductile Iron Foundry Inc		Farrel-Birmingham Company Inc (Roll and Cylindrical)	
Plume & Atwood Mfg Co The	Thomaston	Stratford		Ansonia	
Stevens Co Inc	Waterbury	Farrel-Birmingham Company Inc (Iron and Steel)		Hartford Special Machinery Co The (gears, threads, cams and splines)	
Waterbury Companies Inc	Waterbury	Ansonia		Hartford	
Fabricators		Farrel Electric Steel Corp The		Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	
King Co Alfred B	North Haven	Malleable Iron Fittings Co (Malleable Iron and Steel Castings)		Bridgeport	
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel)	Waterbury	Branford		Manchester	
Fabrics		Plainville Casting Company (gray, alloy and high tensile irons)		Grinding Heads—Internal	
Russell Mfg Co (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics)	Middletown	Producto Machine Company The		Pratt & Whitney Co Inc (Pneumatic, High Speed)	
Fan Blades		Bridgeport		West Hartford	
Torrington Manufacturing Company The	Torrington	Scovill Manufacturing Company (Non-ferrous)		Grinding Machines	
Fancy Dress Buttons and Buckles		Waterbury		Farrel-Birmingham Company Inc (Roll)	
Waterbury Companies Inc	Waterbury	Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)		Ansonia	
Fans—Electric		Torrington		Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders)	
General Electric Company	Bridgeport	Union Mfg Co (gray iron & semi steel)		West Hartford	
Monarch Electric Co (attic, industrial and ventilating)	New Britain	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)		Rowbottom Machine Company Inc (cam)	
Fasteners—Aircraft		Middletown		Waterbury	
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Fountain Pens and Mechanical Pencils		Grommets	
Fasteners—Industrial		Foundry Riddles		American Brass Company The	
Torrington Co The	Torrington	John P Smith Co The		Waterbury	
Fasteners—Laundry Proof		Four Slide Forms		Guards for Machinery	
Scoville Manufacturing Company (GRIPPER snap fasteners)	Waterbury	Peck Spring Co		New Haven	
Fasteners—Slide & Snap		Frames—Hack Saw		Hack and Band Saw Blades	
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners)	Waterbury	Thompson & Son Co The Henry G		Hartford	
Felt		Fuel Oil Pump and Heater Sets		Hair Hygiene Preparations	
Auburn Manufacturing Company The (mechanical, cut parts)	Middletown	Peabody Engineering Corporation		Stamford	
Drycor Felt Company (paper makers and industrial)	Staffordville	Furnaces		Hammers—Carpenters and Machinists	
Felt—All Purpose		Gage Blocks		Capewell Manufacturing Company	
American Felt Co (Mill & Cutting Plant)	Glenville	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA)		Hartford	
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	Galvanizing		Hand Tools	
Fiber-glass Fabrication		Malleable Iron Fittings Co		Billings and Spencer Company (wrenches sockets and shop tools)	
Davis Co The E J	West Haven	Branford		Hartford	
Fibre Board		Wilcox Crittenden & Co Inc		Bridgeport Hardware Mfg Corp The (screw drivers, wrenches, nail pullers, box & crate openers, pliers, saws, trowels & special forgings)	
Bird & Son Inc	New Britain	Middletown		Bridgeport	
Case Brothers Inc	Manchester	Gaskets		Hardness Testers	
Colonial Board Company	Manchester	Auburn Manufacturing Company The (from all materials)		Wilson Mechanical Instrument Div	
C H Norton Co The	North Westchester	Middletown		American Chain & Cable Company Inc	
Stevens Paper Mills Inc The	Windsor	Raybestos Division of Raybestos-Manhattan Inc		Bridgeport	
File Cards		Gaskets—Insulation		Hardware	
Standard Card Clothing Co The	Stafford Springs	American Felt Co		Bassick Company The (Automotive)	
Filing Equipment		Gas Range Conversion Burner		Bridgeport	
Wassell Organization Inc	Westport	Holyoke Heater Corp of Conn Inc		City Lumber Co of Bridgeport Inc	
Filters—Fluid		Gas Scrubbers, Coolers and Absorbers		Derby	
Cuno Engineering Corp The	Meriden	Gauges		Harlock Products Corp	
Finger Nail Clippers		Bristol Co The (pressure and vacuum-recording automatic control)		Sargent & Company	
H C Cook Co The	Ansonia	Waterbury		New Haven	
Firearms		Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum)		Wilcox Crittenden & Co Inc (marine heavy and industrial)	
Colt's Patent Fire Arms Mfg Co Inc	Hartford	Bridgeport		Middletown	
New Screw Machine Products Inc	New Haven	Manning Maxwell & Moore Inc		Stamford	
Marlin Firearms Co The		Stratford		Hardware—Marine & Bus	
O F Mossberg & Sons Inc	New Haven	New Haven Trap Rock Co The Machine Products Div (Johan Universal and Special Purpose Gauge)		Rostand Mfg Co The	
Winchester-Western Div Olin Mathieson Chemical Corp	New Haven	North Branford		Milford	
Fire Alarm Systems		Pratt & Whitney Co Inc (Precision Measurement all types)		Hardware—Trailer Cabinet	
Fire-Lite Alarms Inc	New Haven	West Hartford		Stamford	
Fire Hose		Gears		Hardware, Trunk & Luggage	
Fabrics Fire Hose (municipal and industrial)	Sandy Hook	Mitrametric Co The (blanked fine pitch)		Corbin Cabinet Lock Div American Hardware Corp	
Fireplace Goods		Torrington		New Britain	
John P Smith Co The (screens)	New Haven	Heat Exchangers		Bristol	
		Heat Sealing—Electronic		Stamford	
		Heat Treating		Hat Machinery	
		Bennett Metal Treating Co The		Danbury	
		Elmwood		Health Surgical & Orthopedic Supports	
		Commercial Metal Treating Co		Berger Brothers Company The (custom made for back, breast and abdomen)	
		Bridgeport		New Haven	
		Hartford Machine Screw Company		Heat Elements	
		Hartford		Electro-Flex Heat Inc	
		New Britain-Gridley Machine Division		Hartford	
		The New Britain Machine Co		Safeway Heat Elements Inc (woven wire resistance type)	
		New Britain		Middletown	
		New Haven Heat Treating Co Inc		Whitlock Manufacturing Co The	
		Skene Co Inc The William A (metals)		Hartford	
		Bridgeport		Dunham-Bush, Inc.	
		Hartford		West Hartford	
		Stanley P Rockwell Co Inc The		Heat Sealing—Electronic	
		(Advt.)		Berger Bros (vinyl-polyethylene)	
				New Haven	

I T ' S M A D E I N C O N N E C T I C U T

Heat-Treating Equipment
 Barnes Co The Wallace Div Associated Spring Corp
 Bauer & Company Inc
 Rolock Inc (Retorts, Muffles, etc)
 Stanley P Rockwell Co Inc The (commercial)

Heat Treating Fixtures
 Rolock Inc (Trays, Baskets, etc.)
 Wiretex Mfg Co Inc

Heat Treating Salts and Compounds
 Mitchell-Bradford Chemical Co

Heaters—Electric
 General Electric Company

Heating
 Dunham-Bush, Inc.

Heating and Cooling Coils
 G & O Manufacturing Co

Heating Elements
 Hartford Element Co

Heavy Chemicals
 Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)

Heavy Machinery
 Smith & Winchester Mfg Co The

Hex-Socket Screws
 Allen Manufacturing Company The
 Bristol Company The
 Hartford Machine Screw Co Div of Standard Screw Co
 Holo-Krome Screw Corp The

High Frequency Alternators
 Electric Specialty Co

Highway Guard Rail Hardware
 Malleable Iron Fittings Co

Hinges
 Homer D Bronson Company

Hobs and Hobbings
 ABA Tool & Die Co
 Pratt & Whitney Co Inc (Die and Thread milling)

Holsts and Trolleys
 Union Mfg Company

Honing
 K-F & D Mfg Company The

Hose Fittings
 Scovill Manufacturing Company

Hose—Flexible Metallic
 American Brass Co
 American Metal Hose Branch

Hose Supporter Trimmings
 Hawie Mfg Co The (So-Lo Grip Tabs)

Hospital & Rehabilitation Equipment
 Polecats Inc

Hydraulic Brake Fluids
 Eis Manufacturing Co

Hypodermic Needles
 Roehr Products Company

Impregnating
 American Metaseal Inc (metal, wood etc.)

Industrial Chrome Plating
 Mirror Polishing & Buffing Co

Industrial Displays
 Sansone Co S Frederick (Designers Builders and Counselors)

Industrial Finishes
 Chemical Coatings Corporation

Inks
 Waterman Pen Company Inc

Insecticides
 American Cyanamid Company

Instalment Payment Books
 Wassell Organization Inc

Insulated Wire & Cable
 General Electric Company (for residential commercial and industrial applications)
 Kerite Company The

Insulated Wire & Cable Machinery
 Davis Electric Company

Instruments
 Bristol Company The
 Manning Maxwell & Moore Inc
 Penn Keystone Corporation
 Pratt & Whitney Co Inc (Precision Measuring)

Integrators
 Reflectone Corporation The

Interval Timers
 Lux Clock Manufacturing Company
 Rhodes Inc M H

Jacquard
 Case Brothers Inc

Japanning
 H Sessions & Son

Jig Borer
 Linley Brothers Company
 Moore Special Tool Co (Moore)
 Pratt & Whitney Co Inc

Jigs, Fixtures & Gages
 Federal Machine & Tool Co

Jig Grinder
 Moore Special Tool Co (Moore)
 Pratt & Whitney Co Inc

Junior Automobiles
 Power Car Company

Keller Machines
 Pratt & Whitney Co Inc

Key Blanks
 Sargent & Company
 Yale & Towne Mfg Co The

Labels
 Naugatuck Chemical Division United States Rubber Co (for rubber articles)

Label Dispensers
 Derby Sealers Inc (pressure-sensitive labels)

Label Moisteners
 Rutter Packages Inc ("Counterboy"—"Packer")
 Derby Sealers Inc

Laboratory Equipment
 Eastern Industries Inc

Laboratory Supplies
 Macalister Bicknell Company

Laces
 American Fabrics Company The
 Wilcox Lace Corporation The

Laces and Nettings
 Wilcox Lace Corporation The

Lacquers & Synthetic Enamels
 Chemical Coatings Corporation
 I-Sis Chemicals Inc

Ladders
 Flint Co A W

Laminated Metal
 Bridgeport Brass Company

Lamps
 Plume & Atwood Mfg Co The (metal oil)

Lampholders—Incandescent and Fluorescent
 General Electric Company

Lamp Shades
 Verplex Company The

Lanterns—Battery Operated
 Electrical Div Olin Mathieson Chemical Corp

Lathes—Toolroom and Automatic
 Pratt & Whitney Co Inc

Lead Plating
 Christie Plating Co The

Leather
 Norwich Leather Co
 Herman Roser & Sons Inc (Genuine Pigskin)

Leather Dog Furnishings
 Andrew B Hendryx Co The
 The Smith-Worthington Saddlery Co

Leather, Mechanical
 Auburn Manufacturing Company The (packings, cups, washers, etc)

Letterheads
 Lehman Brothers Inc (designers, engravers, lithographers)

Lighting Accessories—Fluorescent
 General Electric Company

Lighting Equipment
 Fullerton Manufacturing Corp
 Miller Co The (Miller, Ivanhoe)

Lime
 New England Lime Company

Lipstick Cases
 Scovill Manufacturing Company

Lipstick Containers
 Bridgeport Metal Goods Mfg Co
 Plume & Atwood Manufacturing Co

Lithographers
 O'Toole & Sons Inc T

Lithographing
 City Printing Co. The
 Kellogg & Bulkeley A Division of Printers Inc
 Lehman Brothers Inc
 A. D. Steinbach & Sons

Locks—Banks
 Yale & Towne Mfg Co The

Locks—Builders
 Sargent & Company
 Yale & Towne Mfg Co The

Locks—Cabinet
 Excelsior Hardware Co The
 Yale & Towne Mfg Co The

Locks—Special Purpose
 Yale & Towne Mfg Co The

Locks—Suitcase and Trimmings
 Excelsior Hardware Co The

Locks—Trunk
 Excelsior Hardware Co The
 Yale & Towne Mfg Co The

Locks—Zipper
 Excelsior Hardware Co The

Loom—Non-Metallic
 Wiremold Company The

Lubricants—Extreme Temperatures
 Alpha Molykote Corp

Lubricants—High Pressure
 Alpha Molykote Corp

Lubricating System—Mist
 Thompson & Son Co The Henry G

Lumber & Millwork Products
 City Lumber Co of Bridgeport Inc

Machetes
 Collins Company The

Machine Design
 Black Rock Mfg Co The

Machine Overload Monitors
 Sperry Products Inc

Machine Shop Fabrication
 Smith & Winchester Mfg Co The

I T ' S M A D E I N C O N N E C T I C U T

Machine Tools
Farrel-Birmingham Company Inc Ansonia
Pratt & Whitney Co Inc West Hartford
Producto Machine Company The Bridgeport

Machine Work
Banthin Engineering Co Bridgeport
Black Rock Mfg Co The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision parts) Newington
Fuller Brush Company The (precision contract work) Hartford
Hartford Special Machinery Co The (contract work only) Hartford
National Sheradizing & Machine Co. (job) Hartford
Parker-Hartford Corporation Hartford
Swan Tool & Machine Co The Hartford
Torrington Manufacturing Co The (special rolling mill machinery) Torrington
Torrington Co The Torrington

Machinery
Conn Machine Repair Inc Bridgeport
Davis Electric Company (Wire and Cable) Wallingford
Fenn Manufacturing Company The (special) Newington
Hallden Machine Company The (mill) Thomaston
Torrington Manufacturing Co The Torrington

Machinery—Automatic
Banthin Engineering Company (new and re-build) Bridgeport

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery Dealers & Rebuilders
Botwink Brothers New Haven
Bristol Metal Working Equipment
Conn Machine Repair Inc East Hartford
J L Lucas and Son Bridgeport
State Machinery Co Inc Fairfield
New Haven

Machinery—Extruding
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic

Machinery—Metal-Working
Fenn Mfg Co The Newington
Waterbury Farrel Foundry & Machine Co The Waterbury
Pratt & Whitney Co Inc West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Drawing
Fenn Mfg Co The Newington
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery Rebuilding
Conn Machine Repair Inc Bridgeport

Machinery—Wire Straightening
Mettler Machine Tool Inc New Haven

Machinery—Wire Straightening and Cutting
Mettler Machine Tool Inc New Haven

Machines
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
Coulter & McKensie Machine Co The (special, new development engineering design and construction) Bridgeport
Patent Button Company The Waterbury

Machines Automatic
Globe Tapping Machine Co Bridgeport

Machines—Automatic Chucking
New Britain-Gridley Machine Division
The New Britain Machine Co. (multiple spindle and double end) New Britain
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

Machines—Brushing
Fuller Brush Co The Hartford

Machines—Draw Benches
Fenn Manufacturing Company The Newington

Machines—Forming
Nilson Machine Company The A H (four-slide wire and ribbon stock) Shelton

Machines—Paper Ruling
John McAdams & Sons Inc Norwalk

Machines—Precision Boring
New Britain-Gridley Machine Division
The New Britain Machine Co. New Britain

Machines—Rolling
Fenn Manufacturing Company The Newington

Machines—Slotting
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Special
Fenn Mfg Co The Newington
Fuller Brush Co The Hartford

Machines—Swaging
Fenn Manufacturing Company The Newington
Torrington Co The Torrington

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Peterson Division Mettler Machine Tool Inc New Haven
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Newington

Machines—Wire Drawing
Fenn Manufacturing Company The Newington

Machining—Horizontal Boring
Tucker Machine Co New Haven

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Manicure Instruments
W E Bassett Company The Derby

Marine Equipment
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devices
Cooney Engraving Co Branford
Hoggson & Pettis Mfg Co The New Haven
Parker-Hartford Corporation (steel) Hartford

Marking Tools
Parker-Hartford Corporation Hartford

Materials Handling
Hayes-Te Equipment Corp Connecticut
Conveyor Division (Conn-Veyor) Unionville
Parsons Co Inc W A (tote pans) Durham

Mats—Newspaper
Lockwood Sons Inc Wm H Hartford

Mattresses
Waterbury Mattress Co Waterbury

Metal Boxes
Durham Mfg Co Durham
Parsons Co Inc W A (tool kits) Durham

Metal Boxes and Displays
Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham
Merriman Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham
Middletown Mfg Co Middletown

Metal Cleaners
Apothecaries Hall Company Division
The Hubbard Hall Chemical Company Waterbury

Metal Finishes
Enthone Inc New Haven
MacDermid Incorporated New Haven

Metal Finishing
Hartford Industrial Finishing Co Hartford
National Sheradizing & Machine Co Torrington
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire
Stanley Pressed Metal New Britain

Metallurgists
Bridgeport Testing Laboratory Inc Bridgeport

Metal Mouldings
Leed Co The H A Hamden

Metal Novelties
H C Cook Co The Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
Plume & Atwood Manufacturing Co Thomaston
Prentice Mfg Co The G E Kennington
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury
Stanley Pressed Metal New Britain

Metal Specialties
Excelsior Hardware Co The Stamford
Torrington Co The Torrington

Metal Spinning
Moseley Metal Crafts Inc West Hartford

Metal Stampings
American Brass Company The Waterbury
Better Formed Metals Inc Waterbury
Cly-Del Manufacturing Co. Waterbury
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Great Mfg Co The New Haven
H C Cook Co The Ansonia
Stanley Humason Inc Forestville
Mohawk Mfg Co (threaded) Middletown
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Saling Manufacturing Company Unionville
Stanley Pressed Metal New Britain
Swan Tool & Machine Co The Hartford
Terryville Manufacturing Co Terryville
Verplex Company The (Contract) Essex
Waterbury Companies, Inc. Waterbury
Waterbury Lock & Specialty Co The Milford

Meters—Gas
Sprague Meter Company Bridgeport

Meters—Parking
Rhodes Inc M H Hartford

Microfilming
American Microfilming Service Co. New Haven
Cine-Video Productions Inc Milford

Milk Bottle Carriers
John P Smith Co The New Haven

Mill Machinery
Torrington Manufacturing Company The Torrington

Milling Machines
Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Products
Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

Mill Supplies
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Millwork
Hartford Builders Finish Co Hartford

Miniature Precision Connectors
Gorn Electric Co Stamford

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Easter Industries Inc New Haven

Model Work
B & N Tool & Engineering Co (instruments and timing devices) Thomaston
Conn-Craft Co. (Architectural and Industrial) Waterbury

Mops
Fuller Brush Co The Hartford
(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Motion Picture Equipment
Victor Animatograph Corp a div of Kalart
(16mm sound and silent projectors film
splicers and rewinders) Plainville

Motion Pictures
Cine-Video Productions Inc Milford

Motor—Generator Sets
Electric Specialty Co Stamford

Motors—Electric Timing
Cramer Controls Corporation The Centerbrook

Motors—Synchronous
Cramer Controls Corporation The Centerbrook
Electric Specialty Co Stamford

Moulded Plastic Products
Butterfield Inc T F Naugatuck
Patent Button Co The Waterbury
Scott & Sons Mfg Co Geo S Wallingford
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Mouldings
Himmel Brothers Co The (architectural, metal
and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggston & Pettis Mfg Co The (steel)
New Haven

Name Plates
Conn-Craft Co. (Metal and Plastic) Waterbury
Cooney Engraving Branford
Seton Name Plate Co (metal & plastic name
plates and identification tags) New Haven

Napper Clothing
Standard Card Clothing Co The (for textile
mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Newspaper Mats
Lockwood Sons Inc Wm H Hartford

Nickel Anodes
Apothecaries Hall Company Division
The Hubbard Hall Chemical Company
Seymour Manufacturing Co. The Seymour
Waterbury

Nickel Silver
American Brass Company The Waterbury
Bridgeport Brass Company Waterbury
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips,
rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chem-
ical Corp (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
Sargent & Company New Haven
Yale & Towne Mfg Co Inc Stamford

Nitriding
Hartford Machine Screw Company Hartford

Non-ferrous Metal Castings
Miller Company The Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale
Hartford Machine Screw Co Div of
Standard Screw Co Hartford
Torrington Co The Torrington

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford
Wassell Organization Inc Westport

Office Printing
Kellogg & Bulkeley A Division of Connecticut
Printers Inc Hartford

Offset Printing
City Printing Co. The New Haven

Oil Burners
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or
Steam Atomizer) Stamford
Silent Gow Oil Burner Corp The Hartford

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, under-
writers above and under ground) South Norwalk
Whitlock Manufacturing Co The Hartford

Oils—Cutting
Anderson Oil and Chemical Company, Inc. Portland

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Otis Woven Awning Stripes
The Falls Company Norwich

Ovens—Electric
Bauer & Company Inc Hartford

Packaging—Engineering
Commerce Packaging Corp Stamford
National Export Corp. (Military and Commercial—
equipped for domestic and export pack-
aging, canning, crating and shipping) New Haven

Packaging & Packing
Commerce Packaging Corp Stamford
Mercer & Stewart Co The Hartford

Packing
Auburn Manufacturing Company The (leather,
rubber, asbestos, fibre) Middletown
Raybestos Division of Raybestos-Manhattan Inc
(Asbestos and Rubber Sheet) Bridgeport

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co The Milford
Yale & Towne Mfg Co Inc Stamford

Pads—Office
The Baker Goodyear Company Branford

Paints
Tredennick Paint Manufacturing Co The Meriden

Paints and Enamels
Staminate Corp The New Haven

Panelyte
Leed Co The H A Hamden

Panta
Moore Special Tool Co (crush wheel dresser)
Bridgeport

Pantographic Reproduction & Fabrication
Conn-Craft Co. (Metals, Plastics and Wood) Waterbury

Paperboard
Continental Can Co., Boxboard and
Folding Carton Division Montville
Federal Paper Board Co Inc New Haven
New Haven Board & Carton Co The
Montville, New Haven & Versailles
Robertson Paper Box Co Montville

Paper Boxes
Atlantic Carton Corp (folding) Norwich
National Folding Box Co Div Federal Paper
Board Co Inc (folding) New Haven & Versailles
Mills Inc H J Bristol
New Haven Board & Carton Co The
Robertson Paper Box Co (folding) Montville

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backers' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) Ansonia

Paper Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Paper—Shredded
Nielsen & Sons Inc John R South Windsor

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div
Mystic

Parallel Tubes
Sonoco Products Co (Climax-Lowell) Div
Mystic

Parking Meters
Rhodes Inc M H Hartford

Parts
Hartford Machine Screw Co Div of
Standard Screw Co Hartford
Scovill Manufacturing Company (ammunition,
electric instrument, electrical appliance,
fountain pen, instrument, lighting fixture,
ordnance, etc.—blanked, stamped, formed,
drawn, re-drawn, forged, screw machined,
headed, pointed, finished) Waterbury
Torrington Co The Torrington

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Pattern Shop
Smith & Winchester Mfg Co The South Windham

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Phosphor Bronze
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Miller Company The (sheets, strips, rolls) Meriden

Seymour Mfg Co The
Waterbury Rolling Mills Inc (sheets, strips,
rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chem-
ical Corp (sheets, strip) New Haven

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photo Engraving
Dowd Wyllie & Olson Inc Hartford
Wilcox Photo Engraving Co Inc New Haven

Photocopy Equipment and Supplies
Ludwig Inc F G Old Saybrook

Photographic Equipment
Electrical Div Olin Mathieson Chemical Corp
New Haven
Kalart Company Inc Plainville

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs,
plates) Ivoryton

Pillow Blocks
New Departure Div of General Motors (ball)
Bristol

Pins
CEM Company ("Spirol") Danielson

Standard Screw Co
Hartford
Torrington Co The (Dowel & Taper) Torrington

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Chase Brass & Copper Co (red brass and
copper) Waterbury
Howard Co (cement well and chimney) New Haven

Pipe Fittings
Malleable Iron Fittings Co Branford

Pipe Plugs
Hartford Machine Screw Co Div of
Standard Screw Co Hartford
Holo-Krome Screw Corporation The (counter-
sunk) West Hartford

Pipe Plugs—Socketed
Hartford Machine Screw Co Div of
Standard Screw Co Hartford
Holo-Krome Screw Corp The West Hartford

Pistols & Revolvers
Colt's Patent Fire Arms Mfg Co Inc Hartford

Plastic Bottles
Plax Corporation Bloomfield

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury

Plastic Engraving
Conn-Craft Co. Waterbury
New England Engraving Co Div of Dura
Plastics of New York Inc Westport
Salisbury Products Inc Lakeville

Plastic Extruders
Danielson Mfg Co The (nylon and other engi-
neering plastics) Danielson
Jessall Plastics Div of The Electric Storage
Battery Co Kensington

Plastic Fabrication
Conn-Craft Co. Waterbury
Dura Plastics of New York, Inc. Westport
Fabricon Corp Unionville
Salisbury Products Inc Lakeville

Plastic Film & Sheet Materials
Gilman Brothers Co The Gilman
Plax Corporation Bloomfield

Plastic Forming
Dura Plastics of New York, Inc. Westport

Plastic Lining Equipment
Comco Inc Div of Enthone Inc New Haven

Plastic Machinery
Black Rock Mfg Co The Bridgeport

Plastic Material
Dura Plastics of New York, Inc. (sheet, rod
& tube) Westport

Plastic Molders
Plastic Molding Corporation Sandy Hook

Plastic Molding
Butterfield Inc T F Naugatuck
U S Plastic Molding Corporation Wallingford

Plastic Moulders
Conn Plastics Waterbury
Danielson Mfg Co The (nylon and other engi-
neering plastics) Danielson
Engineered Plastics, Inc. Waterbury
Scott & Sons Mfg Co Geo S Wallingford
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Plastic Pipe and Fittings
Comco Inc Div of Enthone Inc New Haven
Danielson Mfg Co The (nylon and other engi-
neering plastics) Danielson

Plastic Printing Plates
Lockwood Sons Inc Wm H Hartford

Plastic Rod
Danielson Mfg Co The (nylon and other engi-
neering plastics) Danielson

Plastic Tape
Danielson Mfg Co The (nylon and other engi-
neering plastics) Danielson

I T ' S M A D E I N C O N N E C T I C U T

Plastic Tubing		Pressure Vessels		Refractories	
Danielson Mfg Co The (nylon and other engineering plastics)	Danielson	Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk	Howard Company	New Haven
Plastic Wire Coating Materials		Printing		Mullite Works Refractories Div	H K Porter
Electronic Rubber Co	Stamford	Whitlock Manufacturing Co The	Hartford	Co Inc	Shelton
Plastics		Printing Machinery		Refrigeration	
Naugatuck Chemical Division	United States	Allied Printing Service Inc	Manchester	Dunham-Bush Inc	West Hartford
Rubber Co	Naugatuck (Advt.)	Bussmann Press Inc	New Haven	Research & Development	
Plastics Machinery		Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford	Raymond Engineering Laboratories (Electro-Mechanical)	Middletown
Farrel-Birmingham Company Inc	Ansonia	City Printing Co. The	New Haven	State Testing Laboratory Inc (chemical/physical testing)	Bridgeport
Plastics—Moulds & Dies		Finlay Brothers	Hartford	Resistance Wire	
Crown Tool & Die Co Inc	Bridgeport	Heminway Corporation The	Waterbury	C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport
Plasticrete Bloc		Hildreth Press	Bristol	Kanathal Corporation The	Stamford
Plasticrete Corp	Hamden	Hunter Press	Hartford	Respirators	
Platers		Lehman Brothers Inc	New Haven	American Optical Company	Products Putnam
Acme Chromium Plating Co.	New Haven	Taylor & Greenough Co The	Wethersfield	Retainers	
Christie Plating Co	Groton	T B Simonds Inc	Hartford	Hartford Steel Ball Co The (bicycle & automotive)	Hartford
Chromium Process Company The (Chromium Plating only)	Shelton	A D Steinbach & Sons	New Haven	Rigid Plastic Sheet Material	
Patent Button Co The	Waterbury	The Walker-Rackliff Company	New Haven	Gilman Brothers Company The	Gilman
Water Plating Company	Waterbury	Printing Machinery		Riveting Machines	
Platers' Equipment		Banthin Engineering Co (automatic)	Bridgeport	Grant Mfg & Machine Co The	Bridgeport
Apothecaries Hall Company	Waterbury	Printing Plates		Linley Brothers Company	Bridgeport
Comco Inc Div of Enthone Inc	New Haven	Lockwood Sons Inc Wm H	Hartford	Ripley Company Inc	Middletown
Lee Manufacturing Co The	Waterbury	Printing Rollers		H P Townsend Manufacturing Co The	Elmwood
MacDermid Incorporated	Waterbury	Chambers-Storck Company Inc The (engraved)	Norwich	Rivets	
Platers Metal		Printing—Silk Screen		Clark Brothers Bolt Co	Milldale
Plume & Atwood Mfg Co The	Thomaston	Ad-Craft Displays, Inc.	Bloomfield	Plume & Atwood Mfg Co The	Thomaston
Plating		Production Control Equipment		Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport
Christie Plating Co The (including lead plating)	Groton	Ripley Company Inc	Middletown	Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport
Giering Metal Finishing Inc	Hamden	Wassell Organization Inc	Westport	Rods	
Superior Plating Co	Bridgeport	Profilers		American Brass Company The (copper, brass, bronze)	Waterbury
Tec-Plate Inc	Windsor Locks	Pratt & Whitney Co Inc	West Hartford	Bridgeport Brass Company	Bridgeport
Plating Processes and Supplies		Propellers—Aircraft		Bristol Brass Corp The (brass and bronze)	Bristol
Enthone Inc	New Haven	Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Scovill Manufacturing Company (aluminum, brass, bronze, etc.)	Waterbury
Seymour Manufacturing Co. The	Seymour	Protective Coatings		Rollers—Bituminous Paving	
State Testing Laboratory Inc (plating analyses)	Bridgeport	Harrison Company The A S (Waxes)	South Norwalk	Gabb Special Products Div E Horton & Son Company	Windsor Locks
Plumbers' Brass Goods		Publishers		Roller Skate Wheels	
Keeney Mfg Co The (special bends)	Newington	O'Toole & Sons Inc The	Stamford	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
McGuire Mfg. Co.	Waterbury	Pumps		Rolling Mills & Equipment	
Scovill Manufacturing Company	Waterbury	Sumo Pumps Inc (Deep-well electro-submersible)	Stamford	Farrel-Birmingham Company Inc	Ansonia
Plumbing Specialties		Yale & Towne Mfg Co The	Stamford	Fenn Mfg Co The	Newington
Risdon Manufacturing Co John M	Russell Div Naugatuck	Pumps—Small Industrial		Precision Methods & Machines Inc	Waterbury
Pneumatic Conveyors		Eastern Industries Inc	New Haven	Waterbury Farrel Foundry & Machine Co The	Waterbury
Spencer Turbine Co., The	Hartford	Punches		Rolls	
Pole Line Hardware		Hoggson & Pettis Mfg Co The (ticket & cloth)	New Haven	Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia
Malleable Iron Fittings Co	Branford	Putty Softeners—Electrical		Roofing	
Police Equipment		Fletcher Terry Co The	Forestville	Lurie Inc A	Bloomfield
The Smith-Worthington Saddery Co	Hartford	Pyrometers		Rotary Files	
Polishing		Bristol Co The (recording and controlling)	Waterbury	Atrax Company The (carbide)	Newington
C & E Metal Finishing Co	Hartford	Radiation—Finned Copper		Routers	
Mirror Polishing & Buffing Co	Waterbury	Bush Manufacturing Co	West Hartford	Atrax Company The (solid carbide)	Newington
Postage Meters		G & O Manufacturing Company The	New Haven	Rubber Chemicals	
Pitney Bowes Inc	Stamford	Vulcan Radiator Co The (steel and copper)	Hartford	Naugatuck Chemical Division United States Rubber Co	Naugatuck
Potentiometers—Electronic		Ratchets—Engine Cooling		Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils)	Stamford
Bristol Company The	Waterbury	G & O Manufacturing Co	New Haven	Rubber Cutting Machinery	
Precision Machine Tool Spindles		Ratchet Offset Screw Driver		Black Rock Mfg Co The	Bridgeport
Whitson Manufacturing Co (for milling, grinding, boring & drilling)	Farmington	Chapman Co J W	Durham	Rubberized Fabrics	
Precision Manufacturing		Rayon Staple Fiber		Duro-Gloss Rubber Co The	New Haven
Hartford Machine Screw Co Div of Standard Screw Co	Hartford	Hartford Rayon Corp The	Rocky Hill	Rubber Footwear	
Torrington Co The	Torrington	Reamers		Goodyear Rubber Co The	Middletown
Precision Revolving Machinery		Atrax Company The (solid carbide)	Newington	Rubber Gloves	
Whitson Manufacturing Co	Farmington	Pratt & Whitney Co Inc (All types)	West Hartford	Seamless Rubber Company The	New Haven
Precision Sheet Metal Fabrication		Pratt & Whitney Co Inc (all types carbide and HSS)	West Hartford	Rubber—Handmade Specialties	
Milford Fabricating Co	Milford	Record Equipment		Seamless Rubber Company The	New Haven
Precision Springs & Wire Forms		Wassell Organization Inc (filing equipment)	Westport	Rubber Latex Compounds and Dispersions	
Rowley Spring Co Inc The	Bristol	Recorders		Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck (Advt.)
Premium Specialties		Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury	Reduction Gears	
Waterbury Companies Inc	Waterbury	Farrel-Birmingham Company Inc	Ansonia	Snow-Nabstedt Gear Corp The	New Haven
Preservatives—Wood, Rope, Fabric		Recorders			
Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury	Reduction Gears			
Pressboard					
Case & Riskey Press Paper Co (genuine)	Oneco				
Press Papers					
Case Brothers Inc	Manchester				
Presses					
Farrel-Birmingham Company Inc (Hydraulic)	Ansonia				
Presses—Power					
Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Simsbury				
Waterbury Farrel Foundry & Machine Co The	Waterbury				

I T ' S M A D E I N C O N N E C T I C U T

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber—Molded Specialties
Airex Rubber Prod Corp Portland
Bond Rubber Corporation Derby
Seamless Rubber Company The New Haven

Rubber Products
Airex Rubber Prod Corp Portland

Rubber Printing Plates
ADS Inc Div CSW Plastic Types Inc Hartford
Lockwood Sons Inc Wm H Hartford

Rubber Products—Mechanical
American Felt Co Glenville
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Seamless Rubber Company The New Haven

Rubber—Reclaimed
Naugatuck Chemical Division United States Rubber Co Naugatuck

Rubbers
Naugatuck Chemical Div U S Rubber Co (synthetic rubbers and latex) Naugatuck

Rubbish Burners
John P Smith Co The New Haven

Rust Preventives
Anderson Oil and Chemical Company, Inc Portland
Enthone Inc New Haven

Rust Removers
Enthone Inc New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Belts
Russell Mfg Co Middletown

Safety Clothing
American Optical Company Safety Products Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Products Division Putnam

Safety Goggles
American Optical Company Safety Products Division Putnam

Saw Blades—Hack
Capewell Mfg Co The Hartford
Thompson & Son Co The Henry G New Haven

Saw Blades—Hack & Band
Capewell Manufacturing Company Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven
Capewell Manufacturing Co The Hartford
Thompson & Son Co The Henry G New Haven

Saws—Hole
Capewell Manufacturing Co The Hartford
Thompson & Son Co The Henry G New Haven

Sawdust
Nielsen & Sons Inc John R (graded hardwood and softwood) South Windsor

Scissors
Acme Shear Company The Bridgeport

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford
Norlee Aluminum Prod Corp Bloomfield

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Products
Accurate Screw Products Inc (B & S Swiss & Davenport) Southington
Apex Tool Co Inc The Bridgeport
Auto Electric Screw Machine Co Inc Bridgeport

Screw Machine Products
Brown Manufacturing Co (up to 1½" capacity) New Britain
Consolidated Industries West Cheshire
Eastern Machine Screw Corp The New Haven

Screw Machine Products
Fairchild Screw Products Inc Winsted
Franklin Screw Machine Co The (up to 1½" capacity) Hartford
Garthwait Mfg Co A E (up to and incl ½")
Greist Mfg Co The (up to 1½" capacity) New Haven

Screw Machine Products
Hartford Machine Screw Co Div of Standard Screw Co (up to 5" capacity) Hartford
Horberg Grinding Industries Inc (heat treated and ground type only) Bridgeport

Screw Machine Products (Cont.)
Stanley Humason Inc Forestville
Independent Screw Machine Products (up to and incl 1½" capacity) Hartford
Junior Screw Machine Products Inc West Haven

Screw Machine Products
Lowe Mfg Co The Wethersfield
Main Screw Machine Products (davenport & automatics exclusively) Waterbury
National Automatic Products Company The Berlin

Screw Machine Products
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
New Haven Screw Machine Prods Inc (up to 1½" capacity) Milford

Screw Machine Products
Newton Screw Machine Products Co Plainville
Olson Brothers Company (up to ¾" capacity) Plainville

Screw Machine Products
Olson & Sons R P Southington
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury
United Screw Machine Co Thomaston
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Co Inc Reamers, Taps, Dies, Blades and Knurls West Hartford
Somma Tool Co (precision circular form tools) Waterbury

Screws
Allen Manufacturing Company The Hartford
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford
Bristol Company The (socket set and socket cap screws) Waterbury
Clark Brothers Bolt Co Milldale
Hartford Machine Screw Co Div of Standard Screw Co Hartford
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury
Superior Manufacturing Co The Winsted
Torrington Co The Torrington

Screws—Socket
Allen Manufacturing Company The Hartford
Bristol Co The Waterbury
Hartford Machine Screw Co Div of Standard Screw Co Hartford
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc ("Counterboy," "Tape-shooter," "Big Inch") Shelton
Derby Sealers Inc (gummed and pressure-sensitive tapes) Derby

Seals
Russell Mfg Co (for oven doors and fire bulk-heads) Middletown

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) New Haven
Singer Manufacturing Company The (industrial) Bridgeport

Sharpeners
Gorn Electric Co Inc (electric knife and scissors) Stamford

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Sheet Metal Fabrications
Lurie Inc A Bloomfield

Sheet Metal Products
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Parsons Co Inc W A (fabricators) Durham
Plume & Atwood Mfg Co The Thomaston
United Manufacturing Co Division of the W L Maxson Corp Hamden

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DocVal Tool & Mfg Inc The Naugatuck
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Steel
Dolan Steel Company Inc Bridgeport

Shell Cores
Victors Brass Foundry Inc Guilford

Shell Molding
Victors Brass Foundry Inc Guilford

Shells
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury
Wolcott Tool and Manufacturing Company Inc Waterbury

Showcase Lighting Equipment
Wiremold Company The Hartford

Signals
H C Cook Co The (for card files) Ansonia

Signs
Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield
Conn-Craft Co. (3 Dimensional, Plastic, Metal & Wood) Waterbury

Silk Screen Process Printing
Ad-Craft Displays Inc Bloomfield
Norton Co R H New Haven
Sirocco Screen prints New Haven
Stifel & Kuffa Inc New Britain

Silk Screening on Metal
Ad-Craft Displays Inc Bloomfield
Merriam Mfg Co (Displays and Specialties, to order) Durham

Silverware
Wallace Silversmiths, Inc. Wallingford

Simulators
Reflectone Corporation The Stamford

Sintered Metal Products
American Sinterings Div of Engineered Plastics Inc (Powder Metal Parts) Watertown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Smoke Stacks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk

Snap Fasteners
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Sound Equipment
Vinco Electronics Corporation New Haven

Special Machinery
Banthin Engineering Company (complete and/or parts) Bridgeport
Black Rock Mfg Co The Bridgeport
Boesch Mfg Co Inc Danbury
Farrel-Birmingham Company Inc Ansonia
Federal Machine & Tool Co Bristol
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
H P Townsend Mfg Company The Elmwood
National Sheradizing & Machine Co (mandrels & stock shells for rubber industry) Hartford
Swan Tool & Machine Co The Hartford
Tucker Machine Co New Haven

Special Parts
Fenn Mfg Co The Newington
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol
Torrington Co The Torrington

Spinnings
Gray Manufacturing Company The Hartford

Spline Milling Machines
Townsend Mfg Co The H P Elmwood

Spotwelding
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Presses
Townsend Mfg Co The H P Elmwood

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Barnes Co The Wallace Div Associated Spring Corp Bristol

Springs
Central Spring Co (Torsion and Double Torsion) Terryville

Springs—Coil & Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L Bristol
Bristol Springs Manufacturing Co Bristol
Foursome Manufacturing Co Bristol
Newcomb Spring Corp The Southington
New England Spring Mfg Co Unionville
Peck Spring Co The Plainville
Stanley Humason Inc Forestville

Springs—Flat
Atlantic Precision Spring Co Forestville
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Stanley Humason Inc Forestville
New England Spring Mfg. Co. Unionville
Peck Spring Co Plainville (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Springs—Wire	
Banner Spring Corporation	Hartford
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Bernston Co J W	Plainville
Bristol Spring Manufacturing Co	Plainville
Colonial Spring Corporation The	Hartford
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
Foursome Manufacturing Co	Bristol
Stanley Humason Inc	Forestville
Newcomb Spring Corp The	Southington
New England Spring Mfg. Co.	Unionville
Peck Spring Co	Plainville
D R Templeman Co (coil and torsion)	Plainville
Springs, Wire & Flat	
Peck Spring Co	Plainville
Sprinklers	
Scovill Manufacturing Company (GREEN SPOT)	Waterbury
Stamped Metal Products	
American Brass Company The	Waterbury
Stampings	
DooVal Tool & Mfg Inc The	Naugatuck
Foursome Manufacturing Co	Bristol
Plume & Atwood Mfg Co The (small)	Thomaston
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)	Waterbury
Stanley Pressed Metal	New Britain
Stampings—Small	
Acme Shear Co The	Bridgeport
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Barret Co William L	Bristol
Bristol Spring Manufacturing Co	Plainville
Greist Manufacturing Co The	New Haven
Stanley Humason Inc	Forestville
Wire Form Inc	Middleton
Stamps	
Hoggson & Pettis Mfg Co The (steel)	New Haven
Parker-Hartford Corporation (steel)	Hartford
Stationery Specialties	
American Brass Company The	Waterbury
Steel Castings	
Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings)	Branford
Malleable Iron Fittings Co	Branford
Nutmeg Crucible Steel Co	Branford
Steel—Cold Rolled Spring	
Barnes Co The Wallace Div Associated Spring Corp	Bristol
Detroit Steel Corporation	Hamden
Steel—Cold Rolled Stainless	
Seymour Manufacturing Co. The	Seymour
Ulrich Stainless Steels	Wallingford
Wallingford Steel Company	Wallingford
Steel—Cold Rolled Strip	
Detroit Steel Corporation	Hamden
Stanley Works The	New Britain
Steel—Cold Rolled Strip and Sheets	
Detroit Steel Corporation	New Haven
Wallingford Steel Company	Wallingford
Steel Goods	
Merriam Mfg Co (sheets products to order)	Durham
Steel—Ground Flat Stock	
Thompson & Son Co The Henry G	New Haven
Steel Rolling Rules	
Waterbury Lock & Specialty Co The	Milford
Steel Stamps	
Cooney Engraving Co	Branford
Steel Strapping	
Stanley Works The	New Britain
Stereotypes	
New Haven Electrotype Div	Electrographic Corp
Stop Clocks, Electric	
H C Thompson Clock Co the	Bristol
Storage Batteries	
R A E Storage Battery Mfg Co	Glastonbury
Straps, Leather	
Auburn Manufacturing Company The (textile, industrial, skate, carriage)	Middletown
Strip Steel	
Dolan Steel Company Inc	Bridgeport
Structural Mouldings	
Leed Co The H A	Hamden
Studle Couches	
Waterbury Mattress Co	Waterbury
Super Refractories	
Mullite Works Refractories Div H K Porter Co Inc	Shelton
Surface Metal Raceway & Fittings	
Wiremold Company The	Hartford
Surgical Dressings	
Acme Cotton Products Co Inc	East Killingly
Seamless Rubber Company The	New Haven
Surgical Rubber Goods	
Seamless Rubber Company The	New Haven
Swaging Machinery	
Fenn Mfg Co The	Newington
Torrington Co The	Torrington
Sweeping Compounds	
Nielsen & Sons Inc John R	South Windsor
Switchboards Wire and Cables	
Rockbestos Products Corp (asbestos insulated)	New Haven
Switches—Electric	
General Electric Company	Bridgeport
Synthetic Fabrics	
American Felt Co	Glenville
Tableware—Stainless Steel	
Wallace Silversmiths, Inc.	Wallingford
Tableware—Sterling Silver	Wallingford
Wallace Silversmiths, Inc.	Wallingford
Tabulating Equipment—Manual	
Denominator Company Inc	Woodbury
Veeder-Root Incorporated	Hartford
Tanks	
Acme Welding Div United Tool & Die Co	West Hartford
Bigelow Company The (steel)	New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined)	New Haven
Connecticut Welders Inc (steel, alloy & lined)	Wallingford
King Co Alfred B (steel, alloy and lined)	North Haven
Norwalk Tank Co The	South Norwalk
Rolock Inc (Alloy)	Fairfield
Storts Welding Company (steel and alloy)	Meriden
Tap Extractors	
Walton Company The	West Hartford
Tape	
Russell Mfg Co (Glass Electrical Insulating Tapes, Glass Fabrics for Plastic Moulding)	Middletown
Tapes—Industrial Pressure Sensitive	
Seamless Rubber Company The	New Haven
Tape Machines	
Better Packages Inc (Manual and electric models for case taping)	Shelton
Derby Sealers Inc (manual and electric models)	Derby
Taps	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
Tarred Lines	
Brownell & Co Inc	Moodus
Telemetering Instruments	
Bristol Co The	Waterbury
Television—Radio	
Junior Screw Machine Products Inc	West Haven
Testers—Insulation	
McNeal J D	New Haven
Testers—Insulation Wire & Cable	
Davis Electric Company	Wallingford
Testers—Nondestructive, Ultrasonic	
Sperry Products Inc	Danbury
Testing	
State Testing Laboratory Inc (environmental, X-ray, tensile, bearings)	Bridgeport
Textile Printing Gums	
Polymer Industries Inc	Springdale
Textile Processors	
Amerbelle Corporation	Rockville
Thermometers	
Bristol Co The (recording and automatic control)	Waterbury
Manning Maxwell & Moore Inc	Stratford
Thin Gauge Metals	
Plume & Atwood Mfg Co The	Thomaston
Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury
Thread	
American Thread Co The	Willimantic
Belding Heminway Corticelli	Putnam
Thread Chasers	
Geometric Tool Division, Greenfield Tap & Die Corp	New Haven
Thread Gages	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
Thread Milling Machines	
Hanson-Whitney Company The	Hartford
Pratt & Whitney Co Inc	West Hartford
Thread Rolling	
Bland Burner Co The Thread Products Div	Hartford
Thread Rolling Machinery	
Hartford Special Machinery Co The	Hartford
Mettler Machine Tool Inc	New Haven
Threading Machines	
Grant Mfg & Machine Co The (double end automatic)	Bridgeport
Timers, Interval	
A W Haydon Co The	Waterbury
H C Thompson Clock Co The	Bristol
Cramer Controls Corporation The	Centerbrook
Rhodes Inc M H	Hartford
Timing Devices	
B & N Tool & Engineering Co (development and model work)	Thomaston
Cramer Controls Corporation The	Centerbrook
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
Rhodes Inc M H	Hartford
United States Time Corporation The	Waterbury
Timing Devices & Time Switches	
A W Haydon Co The	Waterbury
Lux Clock Manufacturing Company	Waterbury
M H Rhodes Inc	Hartford
Tinning	
Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co	Middletown
Tires	
Armstrong Rubber Company The	West Haven
Tokens	
Scovill Manufacturing Company (bus, street car and subway fare)	Waterbury
Tool Bits	
Thompson & Son Co The Henry G	New Haven
Tool Chests	
Vanderman Manufacturing Co The	Willimantic
Tool Hardening	
Commercial Metal Treating Co	Bridgeport
Tools	
B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive)	Thomaston
Hoggson & Pettis Mfg Co The (rubber workers)	141 Brewery St
Tools & Dies	
Metropolitan Tool & Die	Hartford
Moore Special Tool Co	Bridgeport
Swan Tool & Machine Co The	Hartford
Tools, Dies & Fixtures	
Greist Mfg Co The	New Haven
Tools, Dies, Jigs & Fixtures	
Lyons Tool & Die (modelwork, jig boring)	Meriden
Otterbein Co J A	Middletown
Telke Tool & Die Mfg Co	New Britain
Tools, Fixtures, Gauges	
Fredericks Tool Co J F	West Hartford
Torsional Winding Machines	
Boesch Mfg Co Inc	Danbury
Totalizers	
Reflectone Corporation The	Stamford
Toys	
Geo S Scott Mfg Co The	Wallingford
Gilbert Co The A C	New Haven
N N Hill Brass Co The	East Hampton
Waterbury Companies Inc	Waterbury
Transformers	
Monarch Electric Co (Allis Chalmers)	New Britain
Trucks—Commercial	
Metropolitan Body Company (International Harvester Truck chassis and "Metro" bodies)	Bridgeport
Truck—Lift	
Excelsior Hardware Co The	Stamford
Trucks—Skid Platforms	
Excelsior Hardware Co The (lift)	Stamford
Tube Clips	
H C Cook Co The (for collapsible tubes)	Ansonia
Weimann Bros Mfg Co The (for collapsible tubes)	Derby
Tube Fittings	
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube)	Waterbury
Tubers	
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp	Mystic (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Tubes—Collapsible Metal
Sheffield Tube Corp The New London

Tubing
American Brass Co The (brass and copper) Waterbury
G & O Manufacturing Co (finned) New Haven
Seovill Manufacturing Company (Brass and Copper) Waterbury
Wallingford Steel Co The (stainless and super metals) Wallingford

Tubing—Flexible Metallic
American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger
American Brass Company The Waterbury
Seovill Manufacturing Company Waterbury

Tumbling Barrels and Accessories
Nielsen & Sons Inc John R South Windsor

Tumbling Equipment and Supplies
Eabec Barrel Finishing Corp Byram

Tumbling Service
Eabec Barrel Finishing Corp Meriden

Turntables
Macton Machinery Company Inc (industrial & display) Stamford

Typewriters
Royal McBee Corp Hartford
Underwood Corporation Hartford

Typewriters—Portable
Royal McBee Corp Hartford
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Royal McBee Corp Hartford
Underwood Corporation Hartford and Bridgeport

Ultrasonic Processing Equipment
General Ultrasonics Co The Hartford

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

V-Belt Drives
Monarch Electric Co (Allis Chalmers) New Britain

Vacuum Bottles and Containers
American Thermos Products Co Norwich

Vacuum Cleaners
Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valves—Aircraft
Bridgeport Thermostat Div Robertshaw-Fulton Controls Co Milford

Valves—Relief & Control
Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief
Manning Maxwell & Moore Inc Stratford

Vanity Boxes
Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Thomaston
Seovill Manufacturing Company Waterbury

Varnishes
Staminite Corp The New Haven

Velvets
American Velvet Co (owned and operated by A Wimpheimer & Bros Inc) Stonington
Leiss Velvet Mfg Co Inc The Willimantic

Venetian Blinds
Findell Manufacturing Company Manchester
Jennings Company The S Barry New Haven

Ventilating Systems
Colonial Blower Company Plainville

Vertical Shapers
Pratt & Whitney Co Inc West Hartford

Vibrators—Pneumatic
Branford Co The (industrial) New Haven

Vinyl Extrusion & Moulding Compounds
Electronic Rubber Co Stamford

Vises
Fenn Manufacturing Company The (Quick-Action Vises) Newington
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Wall Paper
Stamford Wall Paper Co Inc Stamford

Washers
American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Clark Brothers Bolt Co Milldale
Fabricon Corp Unionville
Plume & Atwood Mfg Co The (brass & copper) Thomaston
Saling Manufacturer Company (made to order) Unionville

Washers—Felt
American Felt Co Glenville
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches
E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Deionizers
Penfield Mfg Co Meriden

Water Heaters
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric
Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene
Holyoke Heater Corp of Conn Inc Hartford

Waxes
Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor
Fuller Brush Co The Hartford

Webbing
Russell Mfg Co (Webbing for Safety Seat Belts—all types of webbing) Middletown

Wedges
Saling Manufacturing Company (hammer & axe) Unionville

Welded Products
Acme Welding Div United Tool & Die Co West Hartford

Welding
Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium) Hartford
Ansonia Steel Fabrication Co., Inc., (steel, stainless steel and aluminum fabrication) Ansonia
Connecticut Welders Inc (fabrication & repairs) Wallingford

Farrel-Birmingham Company Inc Ansonia
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford
King Co Alfred B North Haven

Welding—Lead
Connecticut Welders Inc (tanks & coils) Wallingford

King Co Alfred B North Haven
Lead Products, Inc. (tanks and fabrication) Manchester

Storis Welding Company (tanks and fabrication) Meriden

Welding—Lead Bricks
Lead Products, Inc. Manchester

Welding Rods
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Bristol Brass Co The (brass & bronze) Bristol

Welding Solder
Lead Products, Inc. (wire, bar and cakes and babbitts) Manchester

Wells
Church Co The Stephens B Seymour

Wicks
American Felt Co Glenville
Auburn Manufacturing Company The (felt, asbestos) Middletown

Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball Inc The New Haven

Window & Door Guards
Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Wire
American Brass Company The Waterbury
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The North Haven

Bristol Brass Corp The (brass & bronze) Bristol

Driscoll Wire Co The (steel) Shelton

Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted

Platt Bros & Co The Waterbury

Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston

Seovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury

Wire and Cable
Continental Wire Corp (for industrial and military applications) Wallingford
General Electric Company (for residential, commercial and industrial applications) Bridgeport

Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven (Adv.)

Wire Arches & Trellises
Hartford Wire Works Co The Hartford
John P Smith Co The New Haven

Wire Baskets
Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth
Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metal, all meshes) Southport

Pequot Wire Cloth Co Inc Norwalk
Rolock Inc (Alloy) Fairfield
Smith Co The John P New Haven

Wire Dipping Baskets
Hartford Wire Works Co The Hartford
John P Smith Co The New Haven

Wire Drawing Dies
Waterbury Wire Die Co The Waterbury

Wire Forming Machinery
Nilson Machine Company The A H Shelton
Torrington Manufacturing Company The Torrington

Wire Formings
Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Peck Spring Co Plainville
Turner & Seymour Manufacturing Co The Torrington

Verplex Company The Essex

Wire Forms
Atlantic Precision Spring Co Forestville
Banner Spring Corporation Hartford
Barnes Co The Wallace Div Associated Spring Corp Bristol

Bristol Spring Manufacturing Co Plainville
Central Spring Co (short run orders) Terryville

Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford

Foursome Manufacturing Co Inc Southington
Stanley Humason Inc Forestville
New England Spring Mfg Co Unionville
Peck Spring Co Plainville
Templeman Co D R Plainville
Terryville Manufacturing Co Terryville
Wire Form Inc Milldale

Wire Goods
American Buckle Co The (overall trimmings) West Haven

Patent Button Co The Waterbury
Seovill Manufacturing Company (To Order) Waterbury

Wire Partitions
Hartford Wire Works Co The Hartford
John P Smith Co The New Haven

Wire Products
Stanley Humason Inc Forestville
Peck Spring Co Plainville
Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels
Mettler Machine Tool Inc New Haven
Nilson Machine Company The A H Shelton

Wire Rings
American Buckle Co The (pan handles and tinners' trimmings) West Haven
Stanley Humason Inc Forestville
Peck Spring Co Plainville
Templeman Co D R Plainville

Wire—Specialties
Andrew B Hendryx Co The New Haven

Wire Straightening and Cutting Machinery
Mettler Machine Tool Inc New Haven

Wiring Devices
Harvey Hubbell Inc Bridgeport

Wood Scrapers
Fletcher-Terry Co The Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns
Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
Ensign-Bickford Co The (jute-carpet) Simsbury

Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

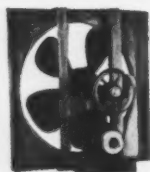
Zinc
Platt Bros & Co The (ribbon, strip and wire) P O Box 1080 Waterbury

Zinc Castings
Newton-New Haven Co Inc West Haven

Zinc Die Castings
Mt Vernon Die Casting Corporation Stamford
Stewart Div Stewart-Warner Corp Bridgeport

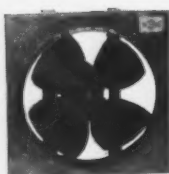
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What You Should Know About Technical Publications Management.

(Continued from page 16)

Closely tied in with this is the lack of development of good working facilities and equipment for the publications staff: for example noise reduction; space for handling large drawings and charts; the denial of typewriters for first draft writing to the technical writers—(it is said to be "undignified"); the denial of dictating machines and adequate reference material.

7. The virtual lack in industry of any publications research: the continuing study of methods of improving writing, illustrating and production; studies of "reader reaction" and effectiveness as training publications.

The recruiting of technical publications personnel is not just a matter of "engineer recruiting." It involves seeking out qualified publications managers; writers who can be trained to handle technical subjects; draftsmen, illustrators, production men and typographers and other graphic arts technicians—and qualified technical photographers.

It involves providing to them that the publications department is not just an "also ran" department; it involves the selection of people with a drive to write and to interpret technical developments; people who can make good contacts, internally and externally. Above all it requires finding people with the creative flair that is needed as much in good technical writing as in other journalistic or external communications activities.

Conclusion

Much needed improvements in the typical pattern of technical publications management in industry will bring about significant reductions in cost; improvements in publications service to customers and other departments and divisions of the manufacturer's organization; more effective publications; and greater morale, productivity, and creative achievement by publication staff personnel.

Publications management is a relatively new and unknown branch of the art and science of management. Its development and recognition is not only essential to future technological progress, but it offers a challenging opportunity to industry, the armed forces, and educational institutions, in developing "external technical communications" to the level which can be made possible by better publications management.

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Electric Furnaces

Electric Ovens

Induction Heating

Infrared Heating

Immersion Heating

Definite, Accurate CONTROL of Process Heat

Electric power provides controlled temperature, and directional heat. Positive, assured results of high quality become routine.



The arc-furnace at The Hartford Electric Steel Company (left), accurately regulates heat input for the exact control of temperature and chemical composition needed in processing top-quality steel castings such as stainless steels, tool steel and heat-resistant steel.

The infrared drying oven of The Hartford Industrial Finishing Company (right) is at the end of a highly specialized operation which starts with stripping and cleaning of metal. It continues through spraying and drying. The process is simple but it demands the precise control of temperature and time that is characteristic of electric heat.

The hydrogen-atmosphere furnace of Firth Sterling handles 23 grades of carbide steel with meticulous control of temperature.

These are only three examples of the use of electric power in process heat. Precise controls are built into electric heating equipment. Nothing is left to chance when skilled craftsmen use electric power to help maintain New England's reputation for fine products.

The electric companies of Connecticut offer to Connecticut industries the services of trained, experienced industrial power representatives who can advise on the uses of electric power for heating, lighting, materials handling or machining.

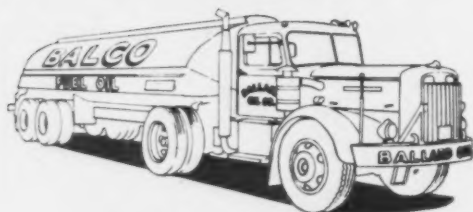
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